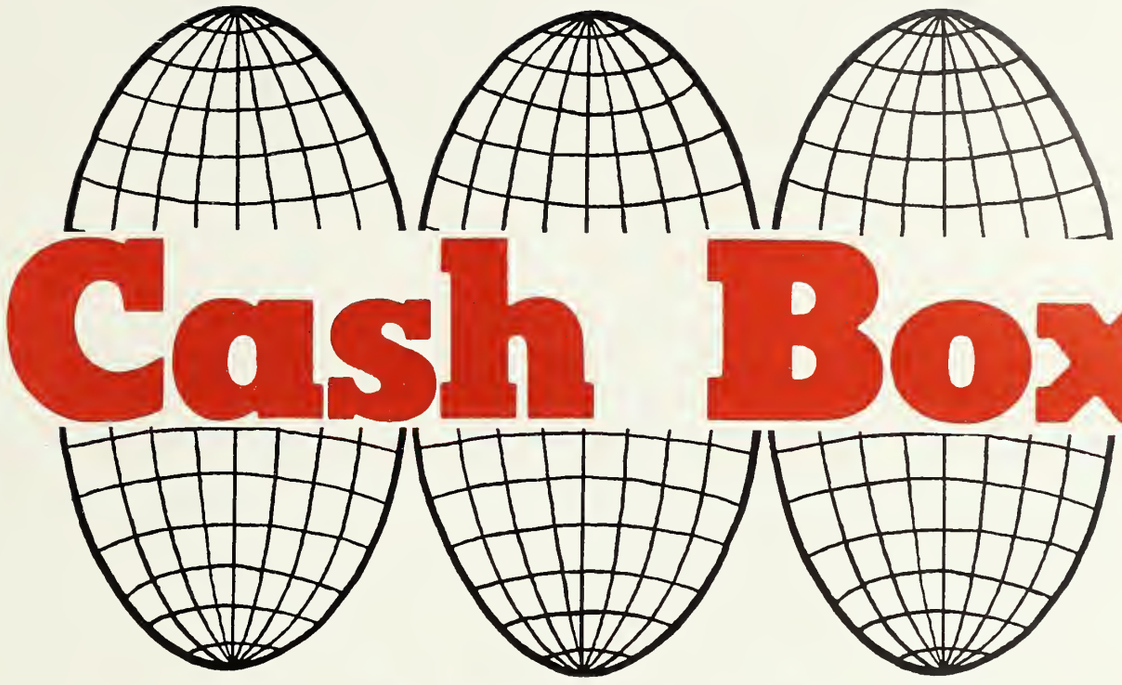

ANNUAL

World Wide

DIRECTORY

1963-1964

21st Anniversary Edition

AUGUST 10, 1963

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'ROUND THE WORLD

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5th Consecutive Year
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(July 3rd)

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"LOOKIN' FOR LOVE"

A New Franmet Motion Picture
to be released by MGM

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Holland,
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Iceland,
Norway,
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Switzerland,
Israel,
New Zealand,
So. Africa,
Philippine Islands,
Hawaii
and
Mexico.

MOST CONSISTENT AWARD WINNER

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Thanks Again . . . for the Award

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Cash Box

FOUNDED BY BILL GERSH

Cash Box

Vol. XXIV—Number 48 August 10, 1963

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from the desk of . . .

JOE ORLECK
OF
Cash Box

August 10, 1963

Dear Friends:

Our "Baby" is now 21 years old. Born in 1942 — a small, skinny, brawling infant — it is now a man of gigantic proportions, a world's leader.

As our "Baby' added years, it also added strength and stature. Conceived to fill a much needed gap 21 years ago, Cash Box rapidly gained the confidence of its readers and advertisers, because its function served the requirements of our industry—a fearless, honest, progressive, intelligent weekly publication, with complete UNDERSTANDING of the industry's problems. Cash Box, during its 21 years, has instituted any number of services, which were so sound and beneficial, that many were copied by our competition. Copied—but never equalled.

Year after year, as Cash Box grew, it caught up and passed its elderly companions in the field—and as Cash Box attains its maturity in 1963—it is the ACKNOWLEDGED LEADER in ALL phases of industry-wide service throughout the World.

This 21st Annual Directory, the largest, most complete, most comprehensive issue ever published in our industry, is Living Proof of Cash Box Leadership.

We thank our legion of friends throughout the World for making it possible to reach this historic milestone, and we assure them that we shall continue to serve them well in the years ahead.

Joe Orleck

President and Publisher

Cash Box TOP 100

BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—AUGUST 10, 1963

		Position 8/3	7/27
1	**FINGERTIPS** ★LITTLE 5TEVIE WONDER-Tamla-54080	1	4
2	**SO MUCH IN LOVE** ★TYME5-Parkway-871	3	2
3	**SURF CITY** ★JAN & DEAN-Liberty-55580 LIVELY ONE5-Del Fi-4217	2	1
4	**(YOU'RE THE) DEVIL IN DISGUISE** ★ELVI5 PRE5LEY-RCA Victor-8188	6	6
5	**BLOWIN' IN THE WIND** ★PETER, PAUL & MARY-Warner Bros.-5368 DENNI5 & ROGER5-Crescendo-300 JERRY JACK5ON-Kapp-543	7	9
6	**JUDY'S TURN TO CRY** ★LE5LEY GORE-Mercury-72143	8	17
7	**WIPEOUT** ★SURFARI5-Dot-16479	5	5
8	**EASIER SAID THAN DONE** ★E55EX-Roulette-4494	4	3
9	**CANDY GIRL** ★4 5EASONS-VeeJay-539	11	18
10	**JUST ONE LOOK** ★DORI5 TROY-Atlantic-2188 ANDY ★ MARGLOWS-Liberty-55570	9	11
11	**MORE** ★KAI WINDING-Verve-10295 * VIC DANA-Dolton-81 * 5TEVE LAWRENCE-Columbia-42795 * DANNY WILLIAM5-United Artists-601 DELLA REESE-RCA Victor-8187 MARTIN DENNY-Liberty-55571 KATYNA RANIERI-London-10027 RIZ ORTOLANI-United Artists-598 CLARK TERRY-Cameo-262 CLEBANOFF STRING5-Mercury-72151 ROBIN RANDAL-Dery-10018 EARL GRANT-Decca-25607	19	30
12	**TIE ME KANGAROO DOWN, SPORT** ★ROLF HARRIS-Epic-9596 PAT BOONE-Dot-16494	10	8
13	**DETROIT CITY** ★BOBBY BARE-RCA-8183	15	16
14	**MOCKINGBIRD** ★INEZ FOXX-Symbol-919	20	37
15	**MEMPHIS** ★LONNIE MACK-Fraternity-906 DAN-DEE5-Vest-8002	12	7
16	**RING OF FIRE** ★JOHNNY CA5H-Columbia-42788 ANITA CARTER-Mercury-72073	14	15
17	**GREEN, GREEN** ★NEW CHRI5TY MIN5TREL5-Columbia-42805	24	34
18	**HOPELESS** ★ANDY WILLIAMS-Columbia-42784	17	19
19	**DENISE** ★RANDY & RAINBOW5-Rust-5059	25	40
20	**PRIDE AND JOY** ★MARVIN GAYE-Tamla-54079	13	10
21	**TILL THEN** ★CLA55ICS-Musicnote-1116	21	25
22	**DANKE SCHOEN** ★WAYNE NEWTON-Capitol-4989 BERT KAEMPFERT-Decca-31498 CRAIG DOUGLA55-London-9611 ROGER WILLIAMS-Kapp-545	30	55
23	**ABILENE** ★GEORGE HAMILTON IV-RCA-8184	26	33
24	**MY WHOLE WORLD IS FALLING DOWN** ★BRENDA LEE-Decca-31510	22	26
25	**HELLO MUDDUH, HELLO FADDUH** ★ALLAN SHERMAN-Warner Bros.-5378	59	75
26	**TWIST IT UP** ★CHUBBY CHECKER-Parkway-879	32	47
27	**I WONDER** ★BRENDA LEE-Decca-31510	23	24
28	**MY BOYFRIEND'S BACK** ★ANGEL5-5mash-1834	67	80
29	**FRANKIE AND JOHNNY** ★SAM COOKE-RCA Victor-8215 JACK LaFORGE-Regina-281	36	71
30	**BE CAREFUL OF STONES THAT YOU THROW** ★DION-Columbia-42810	31	35
31	**HEY GIRL** ★FREDDIE 5COTT-Colpix-692	40	57
32	**I (WHO HAVE NOTHING)** ★BEN E. KING-Atco-6267 JOE SENITERI-Vesuvius-1075	41	51
33	**PAINTED, TAINTED ROSE** ★AL MARTINO-Capitol-5000	43	64
34	**THE MONKEY TIME** ★MAJOR LANCE-Okeh-7175	38	39
35	**NOT ME** ★ORLON5-Cameo-257	16	12
36	**IF I HAD A HAMMER** ★TRINI LOPEZ-Reprise-20,198 ERNIE ADANO-Assault-1842	60	79
37	**MAKE THE WORLD GO AWAY** ★TIMI YURO-Liberty-55587 RAY PRICE-Columbia-42827	57	73
38	**BLUE ON BLUE** ★BOBBY VINTON-Epic-9593	18	14
39	**MARLENA** ★4 SEASON5-VeeJay-539	35	38
40	**TRUE LOVE NEVER RUNS SMOOTH** ★GENE PITNEY-Musicor-1032	45	56
41	**HOW MANY TEARDROPS** ★LOU CHRISTIE-Roulette-4504	44	52
42	**WAIT 'TIL MY BOBBY GETS HOME** ★DARLENE LOVE-Philles-114	55	70
43	**SHAKE, SHAKE, SHAKE** ★JACKIE WILSON-Brunswick-55246	47	58
44	**WHEN A BOY FALLS IN LOVE** ★MEL CARTER-Derby-1003	49	60
45	**BRENDA** ★CUPIDS-KC-115	46	53
46	**SURFER GIRL** ★BEACH BOYS-Capitol-5009	74	—
47	**HELLO STRANGER** ★BARBARA LEWIS-Atlantic-2184	28	20
48	**SIX DAYS ON THE ROAD** ★DAVE DUDLEY-Golden Wing-3020	39	41
49	**TIPS OF MY FINGERS** ★ROY CLARK-Capitol-4956 FONTANE SI5TER5-Dot-16499 BILL ANDER5ON-Decca-30192	42	44
50	**MAMA DON'T ALLOW** ★ROOFTOP 5INGERS-Vanguard-35020	52	54
51	**SUKIYAKI** ★KYU 5AKAMOTO-Capitol-4945 BILLY VAUGHN-Dot-16484 MA5AKO-Mahalo-1013 CLYDE BEAVER5-Tempwood-V 1044	27	13
52	**NO ONE** ★RAY CHARLES-ABC-10453	29	23
53	**MY TRUE CONFESSION** ★BROOK BENTON-Mercury-72135	34	29
54	**HOOTENANNY** ★GLENCOVE5-5elect-724	51	39
55	**DON'T SAY GOODNIGHT AND MEAN GOODBYE** ★SHIRELLES-5cepter-1255	33	32
56	**HARRY THE HAIRY APE** ★RAY STEVENS-Mercury-72125	50	22
57	**SURFIN' HOOTENANNY** ★AL CASEY-Stacy-962	71	81
58	**JACK THE RIPPER** ★LINK WRAY-Swan-4137	58	66
59	**DAUGHTER** ★BLENDER5-Witch-114	69	74
60	**DROWNIN' MY SORROWS** ★CONNIE FRANCIS-MGM-13160	76	—
61	**I'M AFRAID TO GO HOME** ★BRIAN HYLAND-ABC-10452	63	68
62	**IT'S TOO LATE** ★WILSON PICKETT-Double L-717	70	82
63	**THIS IS ALL I ASK** ★TONY BENNETT-Columbia-42820 ★BURL IVES-Decca-31518	77	85
64	**EVERYBODY MONKEY** ★FREDDY CANNON-5wan-4149	75	86
65	**SURF PARTY** ★CHUBBY CHECKER-Parkway-879	48	50
66	**DESERT PETE** ★KING5TON TRIO-Capitol-5005	78	—
67	**I WANT TO STAY HERE** ★STEVE & EYDIE-Columbia-42815	79	97
68	**GOODNIGHT MY LOVE** ★FLEETWOOD5-Dolton-75	53	43
69	**WITHOUT LOVE** ★RAY CHARLES-ABC-10453	62	45
70	**MARTIAN HOP** ★RAN-DELS-Chairman-4403	95	—
71	**DANCIN' HOLIDAY** ★OLYMPICS-Tri-Disc-107	72	77
72	**IT HURTS TO BE SIXTEEN** ★ANDREA CARROLL—Bigtop-3156 * BARBARA CHANDLER-Kapp-542	84	91
73	**YOU CAN NEVER STOP ME LOVING YOU** ★JOHNNY TILLOTSON-Cadence-1437	—	—
74	**ROCK ME IN THE CRADLE OF LOVE** ★DEE DEE 5HARP-Cameo-260	66	49
75	**THE DREAMER** ★NEIL 5EDAKA-RCA Victor-8290	89	—
76	**MAN'S TEMPTATION** ★GENE CHANDLER-VeeJay-536	86	—
77	**HEAT WAVE** ★MARTHA & VANDELLA5-Gordy-7022	91	94
78	**THESE FOOLISH THINGS** ★JAME5 BROWN-King-5767	81	88
79	**HEY THERE LONELY BOY** ★RUBY & ROMANTIC5-Kapp-544	—	—
80	**LONELY SURFER** ★JACK NITZ5CHE-Reprise-20202	99	—
81	**GROOVY BABY** ★BILLY ABBOTT-Parkway-874	85	92
82	**PLEASE DON'T TALK TO THE LIFEGUARD** ★DIANE RENAY-Mercury-72117	—	—
83	**THE KIND OF BOY YOU CAN'T FORGET** ★RAINDROPS-Jubilee-5455	—	—
84	**DUM DUM DEE DUM** ★JOHNNY CYMBOL-Kapp-539	83	89
85	**QUE SERA SERA** ★HIGH KEYS-Atco-6268	87	—
86	**LAND OF 1,000 DANCES** ★KRIS KENNER-Instant-3252	82	87
87	**A BREATHTAKING GUY** ★SUPREMES-Motown-1044	—	—
88	**I WILL LOVE YOU** ★RICHARD CHAMBERLAIN-MGM-13148	68	72
89	**MY DADDY KNOWS BEST** MARVELETTES-Tamla-54082	94	98
90	**LOVE ME ALL THE WAY** ★KIM WESTON-Tamla-54076	90	93
91	**THE MINUTE YOU'RE GONE** ★5ONNY JAMES-Capitol-4969	93	96
92	**SHAKE A TAIL FEATHER** ★5 DU-TONES-One-Der-Ful-4815	73	62
93	**STILL #2** ★BEN COLDER-MGM-13157	96	—
94	**WHAT I GOTTA DO** ★LITTLE EVA-Dimension-1013	—	—
95	**YOUR BABY'S GONE SURFIN'** ★DUANE EDDY-RCA Victor-8214	—	—
96	**SOMETIMES YOU GOTTA CRY A LITTLE** ★BOBBY BLAND-Duke-366	80	78
97	**STRAIGHTEN UP YOUR HEART** ★BARBARA LEWIS-Atlantic-2200	—	—
98	**SUMMERTIME** ★CHRIS COLUMBO QUINTET-Strand-15056 FOUR FRE5HMEN-Capitol-5007 PAUL LOVELACE-Alley-1011	—	—
99	**SATURDAY'S SUNSHINE** ★BERT BACHARACH-Kapp-532	100	—
100	**THE HAPPY PUPPY** ★BENT FABRIC-Atco-6271	—	—
100	**HEAR THE BELLS** ★TOKEN5-RCA Victor-8210	—	—
100	**LUCKY LIPS** ★CLIFF RICHARD-Epic-9597	—	—

● SHARP UPWARD MOVE

★ BEST SELLING RECORDS

* OTHER VERSIONS STRONGLY REPORTED

PUBLISHER LIST—SEE INDEX

A Great Big Thanks from

Mr. Excitement

JACKIE WILSON

current HIT Single

"SHAKE, SHAKE, SHAKE"

c/w

"HE'S A FOOL"

55246

"BABY WORKOUT" featuring the hit single "SHAKE, SHAKE, SHAKE"

BL 54110 BL 754110 (stereo)

2 HIT Albums

"SHAKE A HAND" by JACKIE WILSON & LINDA HOPKINS

BL 54113 BL 754113 (stereo)

Brunswick RECORDS

personal management NAT TARNOPOL

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WINNER OF NARAS AWARDS

TONY BENNETT'S
I Left My Heart In San Francisco
- RECORD OF THE YEAR
- BEST SOLO VOCAL PERFORMANCE (MALE)
- BEST BACKGROUND ARRANGEMENT

WINNER OF ANNUAL CASH BOX DJ POLL

MOST PROGRAMMED SINGLE
#1. I Left My Heart In San Francisco
TONY BENNETT

MOST PROGRAMMED ALBUM
#4. I Wanna Be Around
TONY BENNETT

MOST PROGRAMMED MALE VOCALIST
Top 3
TONY BENNETT

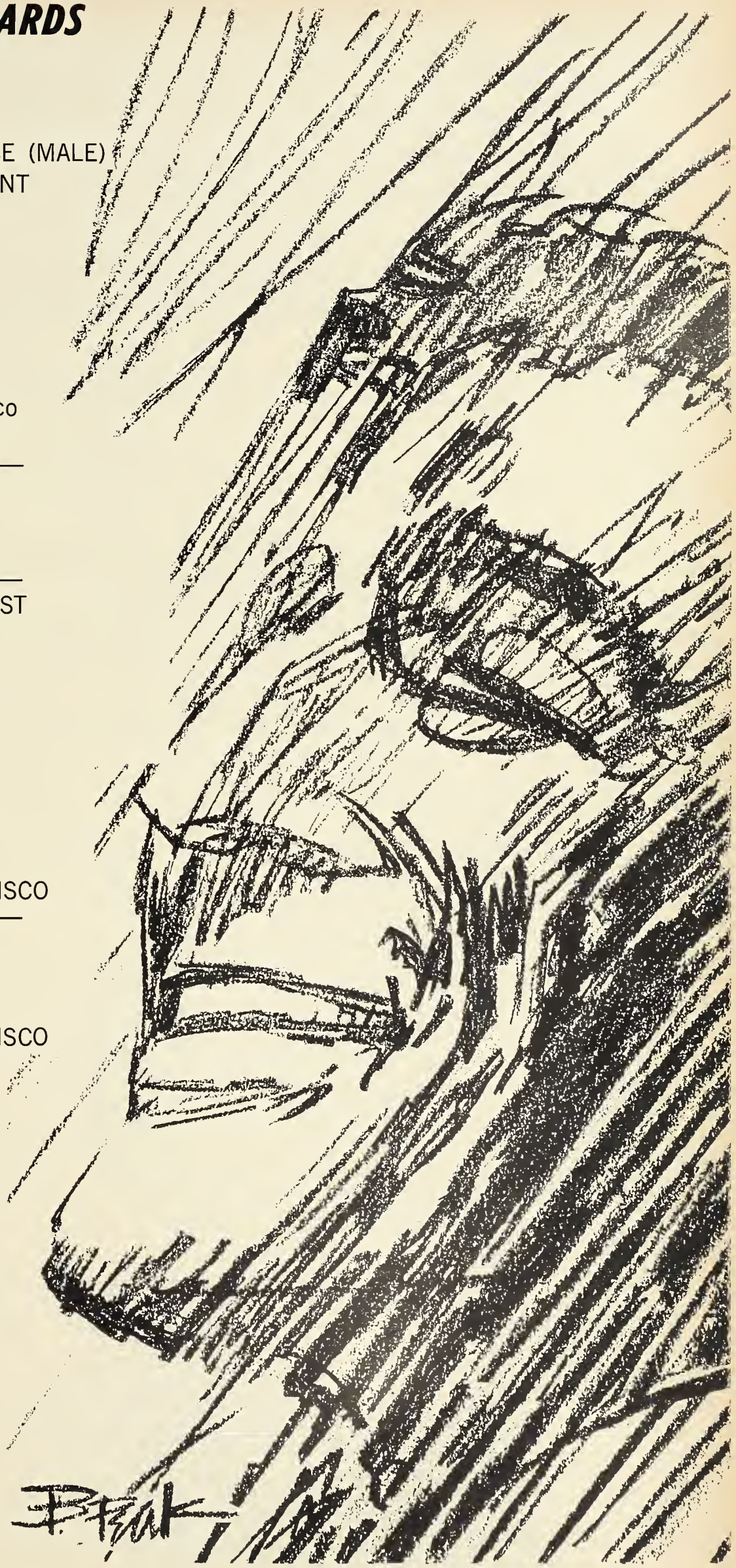
1963 BEST SELLERS

ALBUMS
- I WANNA BE AROUND
- I LEFT MY HEART IN SAN FRANCISCO

SINGLES
- THE GOOD LIFE
- I WANNA BE AROUND
- I LEFT MY HEART IN SAN FRANCISCO

current HIT single

THIS IS ALL I ASK
4-42820



Anniversary Greetings —
Tony

Exclusively on COLUMBIA RECORDS

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Cash Box is proud to announce that the 1963-1964 Annual World-Wide Directory, is the largest issue ever published in our industry. It is our pleasure to enumerate in alphabetical order the advertisers who participated in this year's Industry Directory.

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hootenanny (hōōt·ĕn·ănny) *n.*
A gathering of folk singers and musicians for the purpose of entertainment stemming from a "hoot"—or an exchange of songs and musical ideas. See "HOOTENANNY WITH THE HIGHWAYMEN (UAL 3294)

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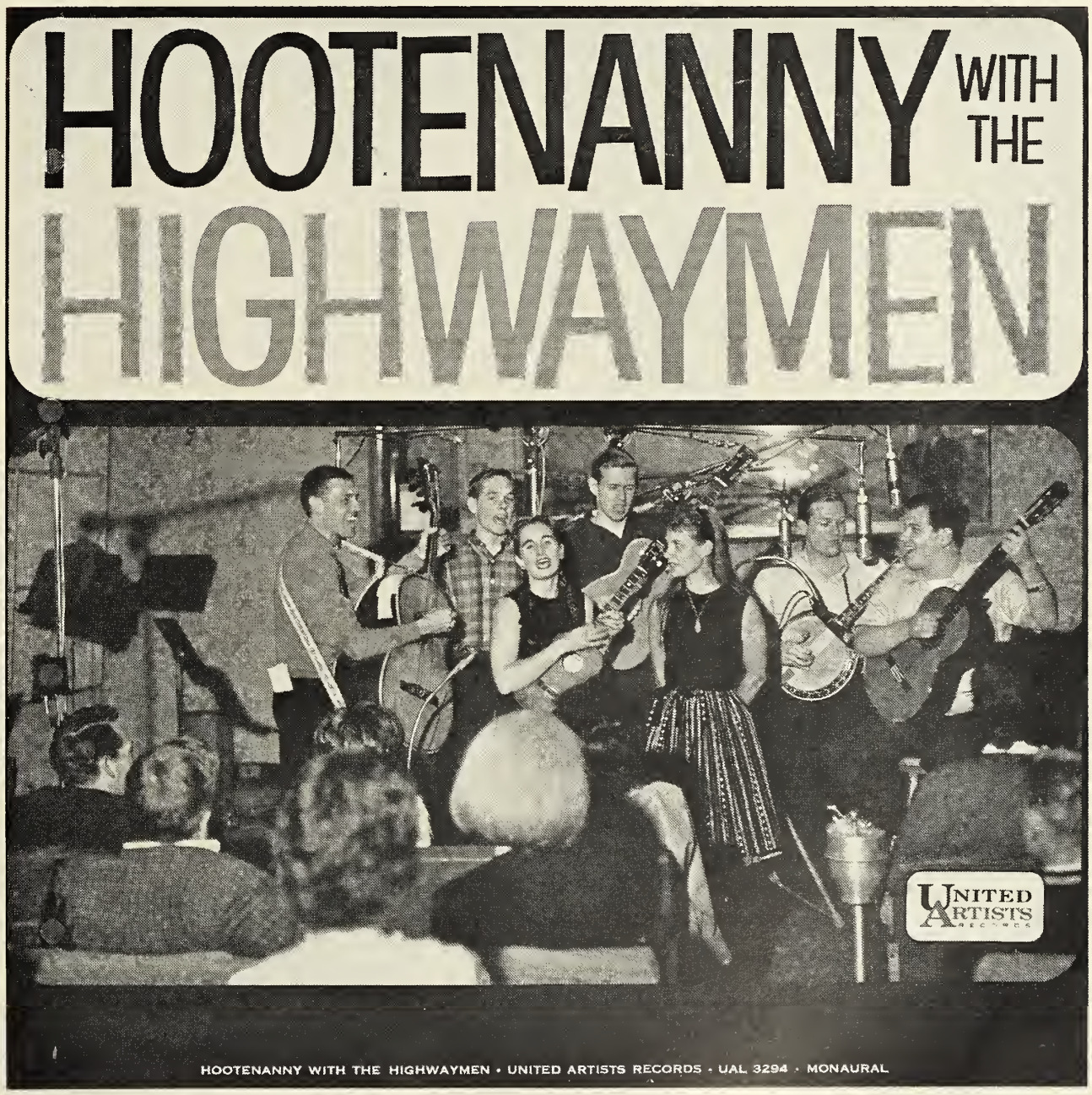

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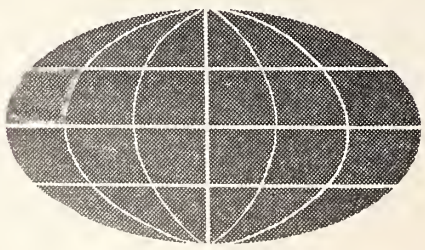

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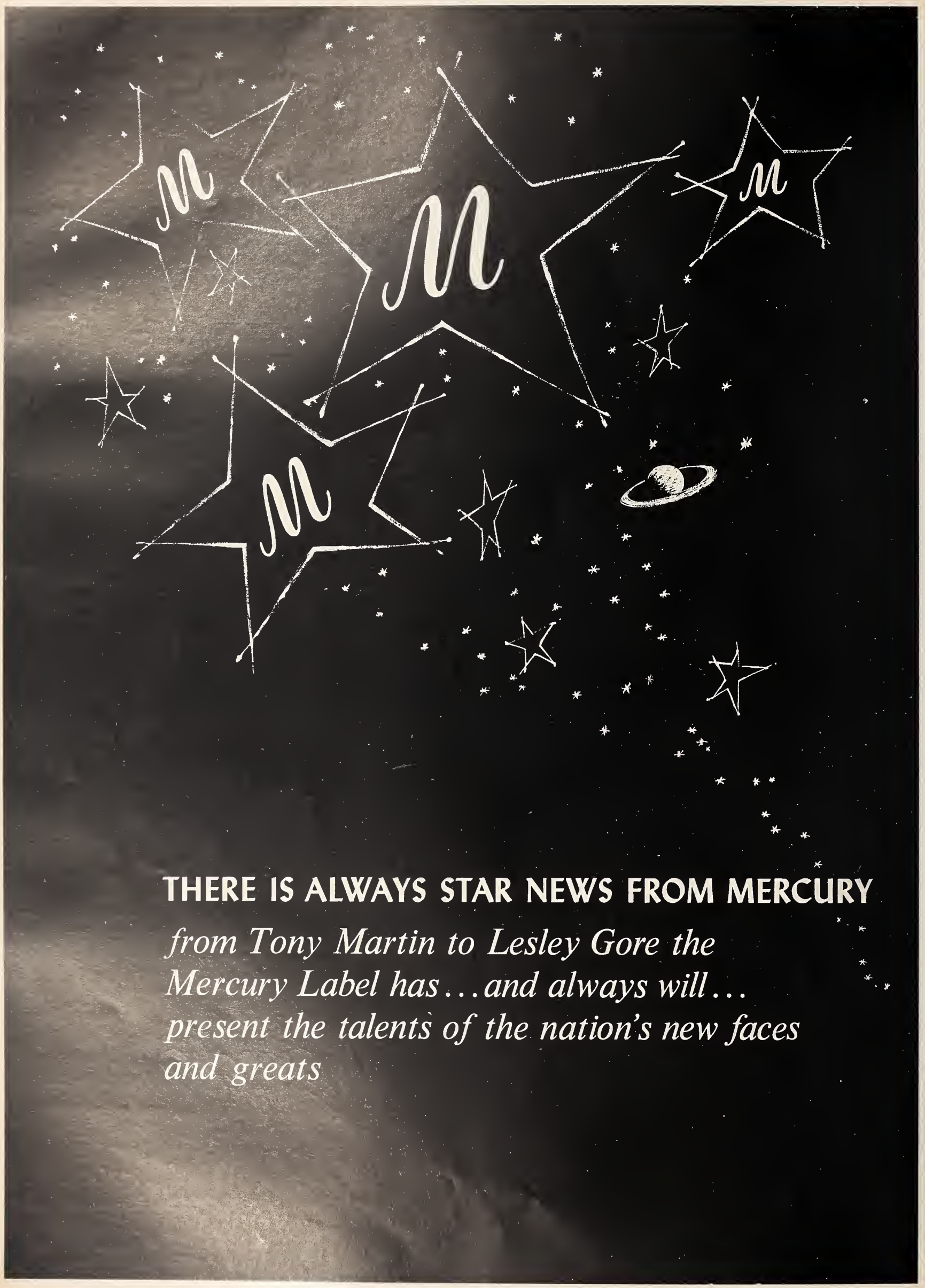
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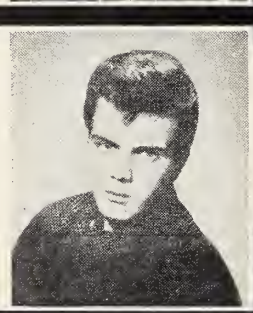

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MOST PROGRAMMED RECORD

1. I LEFT MY HEART IN SAN FRANCISCO – TONY BENNETT – COLUMBIA – GENERAL–ASCAP
2. I CAN'T STOP LOVING YOU – RAY CHARLES – ABC–PARAMOUNT – ACUFF-ROSE-BMI
3. DAYS OF WINE AND ROSES–HENRY MANCINI–RCA VICTOR–M. WITMARK & SONS–ASCAP

MOST PROGRAMMED ALBUM

1. FIRST FAMILY – VOL. 1 – VAUGHN MEADER – CADENCE
2. MODERN SOUNDS IN COUNTRY & WESTERN MUSIC – RAY CHARLES – ABC-PARA.
3. 1962's GREATEST HITS – BILLY VAUGHN – DOT

MOST PROGRAMMED MALE VOCALIST

1. FRANK SINATRA–(Reprise)
2. RAY CHARLES–(ABC-Par.)
3. TONY BENNETT–(Columbia)

MOST PROGRAMMED FEMALE VOCALIST

1. CONNIE FRANCIS–(MGM)
2. BRENDA LEE–(Decca)
3. EYDIE GORME–(Columbia)

MOST PROGRAMMED VOCAL GROUP

*(Tie)

*1. FOUR SEASONS (VeeJay)
*1. KINGSTON TRIO (Capitol)
2. PETER, PAUL & MARY (Warner Bros.)
3. FOUR FRESHMEN (Capitol)

MOST PROGRAMMED ORCHESTRA

1. BILLY VAUGHN – (Dot)
2. HENRY MANCINI – (RCA Victor)
3. LAWRENCE WELK – (Dot)

MOST PROGRAMMED BAND

1. LAWRENCE WELK – (Dot)
2. SI ZENTNER – (Liberty)
3. LES ELGART – (MGM)

MOST PROGRAMMED INSTRUMENTALIST

1. DUANE EDDY – (RCA Victor)
2. PETER NERO– (RCA Victor)
3. FLOYD CRAMER – (RCA Victor)

MOST PROMISING VOCAL GROUP

1. J's & JAMIE–(Columbia)
2. PETER, PAUL & MARY (Warner Bros.)
3. RUBY & ROMANTICS (Kapp)

MOST PROMISING MALE VOCALIST

*(Tie)

*1. JACK JONES – (Kapp)
*1. BOBBY VINTON – (Epic)
2. ROBERT GOULET (Columbia)
3. LOU CHRISTIE (Roulette)

MOST PROMISING ORCHESTRA

1. JOE HARNELL – (Kapp)
2. SI ZENTNER – (Liberty)
3. MONGO SANTAMARIA (Battle)

MOST PROMISING FEMALE VOCALIST

1. LITTLE PEGGY MARCH– (RCA Victor)
2. LESLEY GORE – (Mercury)
3. BARBRA STREISAND – (Columbia)

MOST PROMISING INSTRUMENTALIST

*(Tie)

*1. CHANTAYS – (Dot)
*1. BILL PURSELL – (Columbia)
2. PETER NERO (RCA Victor)
3. JOE HARNELL – (Kapp)

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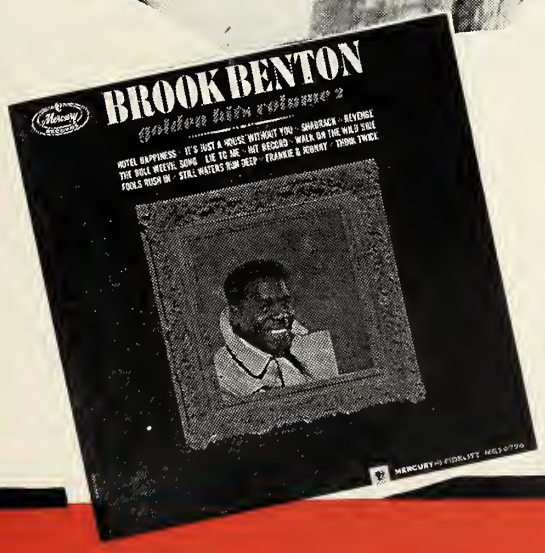

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SINGLES PLAYED MOST

I LEFT MY HEART IN SAN FRANCISCO—TONY BENNETT—COLUMBIA

I CAN'T STOP LOVING YOU—RAY CHARLES—ABC—PARAMOUNT

DAYS OF WINE AND ROSES—HENRY MANCINI—RCA VICTOR

Roses Are Red—Bobby Vinton—Epic
Sherry—Four Seasons—Vee-Jay
Puff (The Magic Dragon)—Peter, Paul & Mary—Warner Bros.
Ramblin' Rose—Nat "King" Cole—Capitol
Walk Right In—Rooftop Singers—Vanguard
Moon River—Henry Mancini—RCA Victor
Go Away Little Girl—Steve Lawrence—Columbia
Big Girls Don't Cry—Four Seasons—Vee-Jay
What Kind Of Fool Am I—Sammy Davis, Jr.—Reprise
Days Of Wine And Roses—Andy Williams—Columbia
Hey Paula—Paul & Paula—Philips
End Of The World—Skeeter Davis—RCA Victor
Can't Get Used To Losing You—Andy Williams—Columbia
Desafinado—Stan Getz & Charlie Byrd—Verve
Telstar—Tornadoes—London
Blame It On The Bossa Nova—Eydie Gorme—Columbia
You're The Reason I'm Living—Bobby Darin—Capitol
Return To Sender—Elvis Presley—RCA Victor
Fly Me To The Moon—Joe Harnell—Kapp
Walk Like A Man—Four Seasons—Vee-Jay
Stranger On The Shore—Mr. Acker Bilk—Atco
Moon River—Andy Williams—Columbia
If You Wanna Be Happy—Jimmy Soul—SPQR
He's So Fine—Chiffons—Laurie
My Coloring Book—Sandy Stewart—Colpix
I Wanna Be Around—Tony Bennett—Columbia
Limbo Rock—Chubby Checker—Parkway
Wolverton Mountain—Claude King—Columbia
My Coloring Book—Kitty Kallen—RCA Victor
I Will Follow Him—Little Peggy March—RCA Victor
Alley Cat—Bent Fabric—Atco
It's My Party—Lesley Gore—Mercury
Our Day Will Come—Ruby & The Romantics—Kapp
Ahab The Arab—Ray Stevens—Mercury
Rhythm Of The Rain—Cascades—Valiant
What Will My Mary Say—Johnny Mathis—Columbia
Baby Elephant Walk—Lawrence Welk—Dot
Greenback Dollar—Kingston Trio—Capitol
The Stripper—David Rose—MGM
Still—Bill Anderson—Decca

ALBUMS PLAYED MOST

FIRST FAMILY—VAUGHN MEADER—CADENCE

MODERN SOUNDS IN COUNTRY AND WESTERN MUSIC—RAY CHARLES—ABC PARAMOUNT

1962'S GREATEST HITS—BILLY VAUGHN—DOT

I Wanna Be Around—Tony Bennett—Columbia
Days Of Wine And Roses—Andy Williams—Columbia
Moon River—Andy Williams—Columbia
Sinatra—Basie—Frank Sinatra, Count Basie—Reprise
1963's Early Hits—Lawrence Welk—Dot
My Son The Folk Singer—Allen Sherman—Warner Brothers
I Left My Heart In San Francisco—Tony Bennett—Columbia
Movin'—Peter, Paul and Mary—Warner Brothers
Happy Beat—Ray Conniff—Columbia
West Side Story—Original Soundtrack—Columbia
Ramblin' Rose—Nat King Cole—Capitol
Peter, Paul & Mary—Warner Brothers
Modern Sounds In Country And Western Music Vol II—Ray Charles—ABC Paramount
Fly Me To The Moon—Joe Harnell—Kapp
Broadway—My Way—Nancy Wilson—Capitol
The Lively Ones—Vic Damone—Capitol
Gravy Waltz—Steve Allen—Dot
Steve Lawrence Winners—Columbia
Hatari—Henry Mancini—RCA Victor
Breakfast At Tiffany's—Original Soundtrack—RCA Victor
The New Christy Minstrels—Columbia
Our Man In Hollywood—Henry Mancini—RCA Victor
Sugar N' Spice—Peggy Lee—Capitol
Swingin' Brass—Frank Sinatra—Reprise
Ella Swings Gently With Nelson—Ella Fitzgerald, Nelson Riddle—Verve
Blame It On The Bossa Nova—Eydie Gorme—Columbia
I Remember Tommy—Frank Sinatra—Reprise
Vive Bossa Nova—Laurindo Almeida—Capitol
Great Golden Hits—Billy Vaughn—Dot
You're The Reason I'm Living—Bobby Darin—Capitol
My Son The Celebrity—Allan Sherman—Warner Brothers
Kingston Trio #16—Capitol

MALE VOCALISTS

FRANK SINATRA
RAY CHARLES
TONY BENNETT

Andy Williams
Elvis Presley
Steve Lawrence
Nat "King" Cole
Chubby Checker
Bobby Darin
Dion
Neil Sedaka
Rickey Nelson
Bobby Vee
Bobby Vinton
Robert Goulet
Johnny Mathis
Vic Damone
Roy Orbison
Perry Como
Sam Cooke
Sammy Davis
Pat Boone
Buddy Greco
Brook Benton
Al Martino

FEMALE VOCALISTS

CONNIE FRANCIS
BRENDA LEE
EYDIE GORME

Peggy Lee
Ella Fitzgerald
Doris Day
Skeeter Davis
Dee Dee Sharp
Little Eva
Patsy Cline
Julie London
Patti Page
Joanie Sommers
Nancy Wilson
Mary Wells
Little Peggy March
Keely Smith
Kitty Kallen
Dinah Washington
Sue Thompson
Shelly Fabres
Della Reese
Sandy Stewart
Sarah Vaughn
Etta James

VOCAL GROUPS

TIE— FOUR SEASONS / KINGSTON TRIO
PETER, PAUL & MARY
FOUR FRESHMEN

Shirelles
Ray Conniff
Beach Boys
Orlons
Limeliters
Four Preps
Crystals
Paul & Paula
Norman Luboff
Lettermen
Johnny Mann Singers
J's & Jamie
New Christy Minstrels
Drifters
Hi-Los
Four Lads
Brothers Four
Rooftop Singers
Chiffons
Kirby Stone Four
Dovells
Fleetwoods
Miracles
Ruby & Romantics
Ames Bros.
Anita Kerr Singers
Cascades
Mills Bros.
Harry Simeone Chorale
McGuire Sisters
Cookies
Jan & Dean

ORCHESTRAS

BILLY VAUGHN
HENRY MANCINI
LAWRENCE WELK

Si Zenter
Les Elgart
Percy Faith
Nelson Riddle
Ray Coniff
David Rose
Glen Gray
Count Basie
David Carroll
Joe Harnell
Les Brown
Ray Anthony
Bill Black
Stan Kenton
Felix Slatkin
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Glenn Miller
Ted Heath
Stan Getz
Jimmy Smith
Routers
Enoch Light

BANDS

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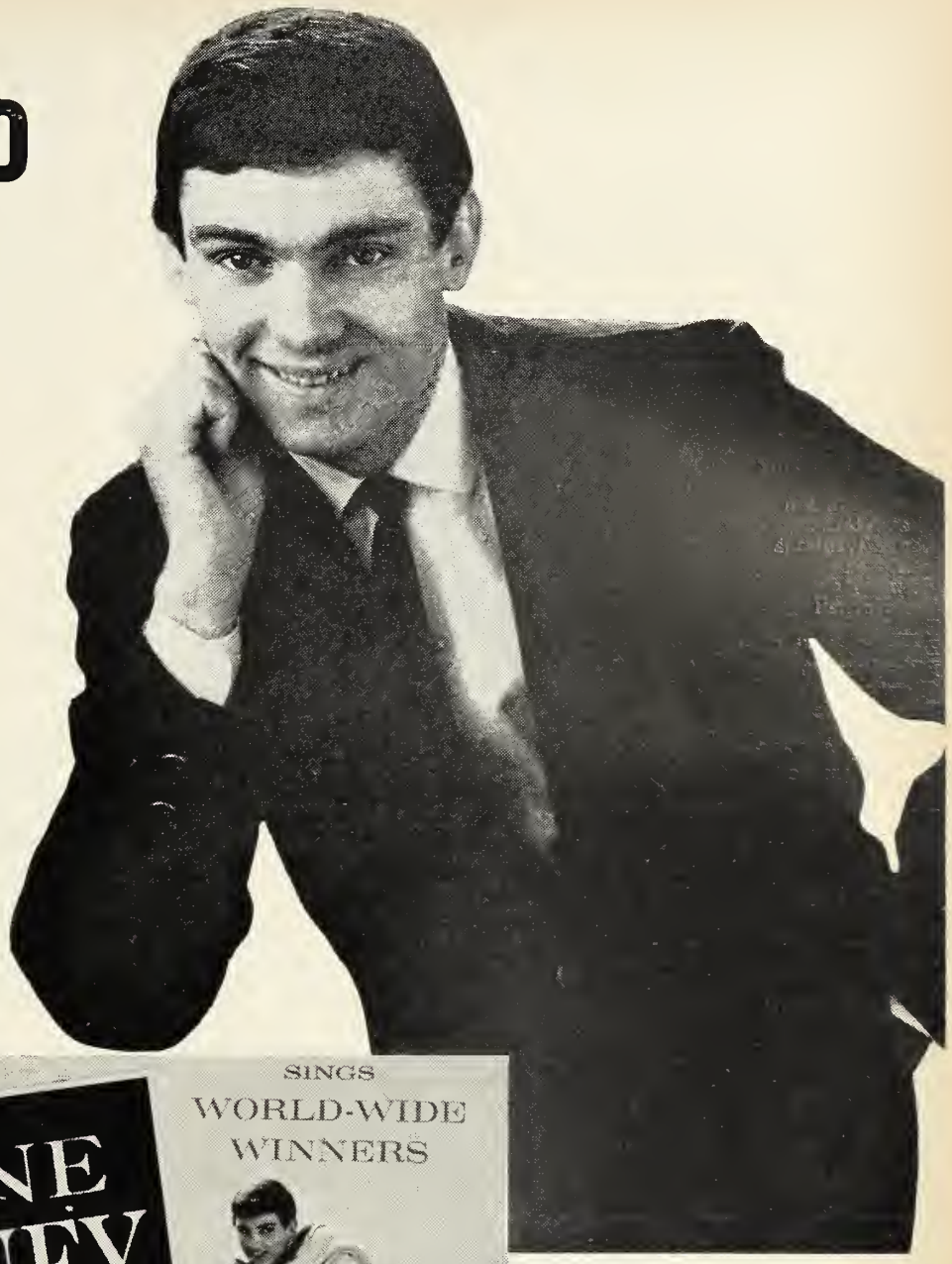

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My Records
TOP 10 AMERICA . . .
Only Love Can Break A Heart
Mecca
Half Heaven, Half Heartache
The Man Who Shot Liberty Valance
#1 JAPAN
Louisiana Mama
#1 AUSTRALIA
If I Didn't Have A Dime

My Songs
#1 AMERICA . . .
He's A Rebel
#1 FRANCE
Garden Of Love
#1 THROUGHOUT THE WORLD
Hello Mary Lou

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George Shearing
Al Hirt
Pete Fountain
Chet Atkins
Roger Williams
Ventures
Tornadoes
Joe Harnell
Bill Black
Dave "Baby" Cortez
Billy Vaughn
Chantays
Bent Fabric
Stan Getz
Ferrante & Teicher
Bert Kaempfert
Sandy Nelson
Ray Anthony
Jimmy Smith
Martin Denny
Andre Previn
Dick Dale & Deltones
Charlie Byrd
Henry Mancini
Percy Faith
Jimmy McGriff
Jonah Jones
Les Cooper
Lawrence Welk
Bobby Hackett
Booker T. & MG's
Rumblers
Ace Cannon
Routers
Boots Randolph
Al Caiola
Harry James
Steve Allen
Beach Boys

UP & COMING FEMALE VOCALISTS

LITTLE PEGGY MARCH

LESLEY GORE

BARBRA STREISAND

Skeeter Davis
Joanie Sommers
Carol Sloane
Nancy Wilson
Barbara Lewis
Ann Margret
Jackie DeShannon
Sandy Stewart
Little Eva
Lisa Minelli
Jenny Smith
Nancy Ames
Eydie Gorme
Mary Wells
Shelly Fabares
Marian Montgomery
Carol King
Tammy Grimes
Marcie Blaine
Theola Kilgore
Timi Yuro
Georgia Brown
Lesley Uggams
"Little" Esther Phillips
Sue Thompson
Marion Worth
Dee Dee Sharp
Ruby
Terri Thornton
Darlene Love
Etta James
Shirley Bassey

UP AND COMING MALE VOCALISTS

TIE— JACK JONES / BOBBY VINTON

ROBERT GOULET

LOU CHRISTIE

Johnny Cymbal
Bill Anderson
Kyu Sakamoto
Al Martino
Jimmy Soul
Dicky Lee
James Gilreath
Sergio Franchi
George Chakiris
George Maharis
Ray Stevens
Richard Chamberlain
Wayne Newton
Vic Dana
Andy Williams
Mike Clifford
Rolf Harris
Anthony Newley
Bobby Bare
Marvin Gaye
Johnny Prophet
Dion
Steve Alaimo
Johnny Crawford

UP AND COMING VOCAL GROUPS

J'S AND JAMIE

PETER, PAUL AND MARY

RUBY AND THE ROMANTICS

Chiffons
Paul & Paula
Beach Boys
Four Seasons
Rooftop Singers
New Christy Minstrels
Cascades
Crystals
The Group
Rocky Fellers
Lettermen
Martha & Vandellas
Chad-Mitchell Trio
Shacklefords
Orlons
Bobb B. Soxx & Bluejeans
Cookies
Limeliters
Johnny Mann
Raindrops
Essex

UP & COMING INSTRUMENTALISTS

TIE— CHANTAYS / BILL PURSELL

PETER NERO

JOE HARNELL

Dartells
Routers
Mr. Acker Bilk
Bent Fabric
Vince Guaraldi
Jimmy Smith
Duane Eddy
Rockin' Rebels
Dick Dale
Jimmy McGriff
Astronauts
Charlie Byrd
Mongo Santamaria
Booker T. & MG's
Ace Cannon
Pete Jolly
Howard Roberts
Lee Evans
Stan Getz
Boots Randolph
Jack La Forge
Bill Black
Arthur Lyman
Dave Grusin
Al Hirt
Eddie Cano
Tornadoes
Dave Cortez
Floyd Cramer
Johnny Beecher

UP & COMING ORCHESTRAS

JOE HARNELL

SI ZENTNER

MONGO SANTAMARIA

Bert Kaempfert
Bob Moore
Bill Pursell
Bill Justis
Henry Mancini
Tony Martel
Steve Allen
Laurendo Almeida
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Quincy Jones
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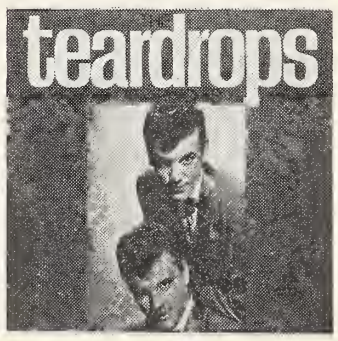
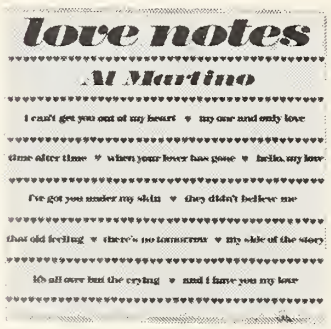
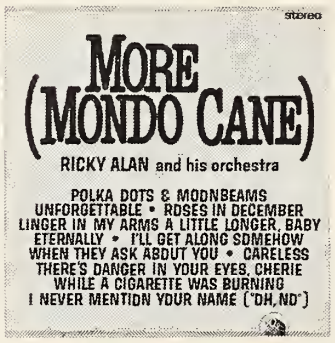


THE TEARDROPS AT TRINCHI'S
FXG 5011 SXG 5011

LITTLE RICHARD
FXG 5010 SXG 5010



LOVE NOTES AL MARTINO
FXG 5009 SXG 5009



MORE (MONDO CANE)
RICKEY ALAN & HIS ORCH.
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HIT SINGLES

PATTY CAKE—PATTY CAKE
EILEEN BARTON
FOX 417

CAESAR—CLEOPATRA THEME
ALEX NORTH
FOX 408

BEACH PARTY
TEX and the CHEX
FOX 411

DONKEY WALK
BIG DEE IRWIN
FOX 418

PAST WINNERS CASH BOX D. J. POLL

MOST PROGRAMMED RECORD

1953—"Till I Waltz Again With You"—Teresa Brewer
1954—"Secret Love"—Doris Day
1955—"Melody Of Love"—Billy Vaughn
1956—"Sixteen Tons"—Tennessee Ernie Ford
1957—"Don't Be Cruel"—Elvis Presley
1958—"All The Way"—Frank Sinatra
1959—"Tom Dooley"—Kingston Trio
1960—"Mack The Knife"—Bobby Darin
1961—"Exodus"—Ferrante & Teicher
1962—"Moon River"—Henry Mancini
1963—"I Left My Heart In San Francisco"—Tony Bennett

MOST PROGRAMMED ALBUM

1956—"Wee Small Hours"—Frank Sinatra
1957—"Songs For Swinging Lovers"—Frank Sinatra
1958—"Come Fly With Me"—Frank Sinatra
1959—"Come Dance With Me"—Frank Sinatra
1960—"Come Dance With Me"—Frank Sinatra
1961—"G.I. Blues"—Elvis Presley
1962—"Modern Sounds In Country & Western Music"—Ray Charles
1963—"First Family"—Vaughn Meader

MOST PROGRAMMED MALE VOCALIST

1953—Eddie Fisher
1954—Eddie Fisher/Perry Como (tie)
1955—Perry Como
1956—Perry Como
1957—Frank Sinatra
1958—Frank Sinatra
1959—Frank Sinatra
1960—Frank Sinatra
1961—Frank Sinatra
1962—Frank Sinatra/Elvis Presley (tie)
1963—Frank Sinatra

MOST PROGRAMMED FEMALE VOCALIST

1953—Patti Page
1954—Patti Page
1955—Rosemary Clooney
1956—Jaye P. Morgan
1957—Doris Day
1958—Patti Page
1959—Connie Francis
1960—Connie Francis
1961—Connie Francis
1962—Connie Francis
1963—Connie Francis

MOST PROGRAMMED VOCAL GROUP

1953—Four Aces
1954—Four Aces/Hilltoppers (tie)
1955—Four Aces/McGuire Sisters
1956—Four Lads
1957—Four Lads
1958—Four Lads
1959—Four Lads/Four Freshman (tie)
1960—Kingston Trio
1961—Kingston Trio/Everly Brothers (tie)
1962—Kingston Trio
1963—Four Seasons/Kingston Trio (tie)

MOST PROGRAMMED BAND

1953—Ralph Flanagan
1954—Ray Anthony
1955—Ralph Marterie
1956—Benny Goodman
1957—Les Brown
1958—Ray Anthony
1959—Ray Anthony
1960—Les Elgart
1961—Lawrence Welk
1962—Henry Mancini, Billy Vaughn, Lawrence Welk, Si Zentner (tie)
1963—Lawrence Welk

MOST PROGRAMMED STUDIO ORCHESTRA

1956—Les Baxter
1957—Hugo Winterhalter
1958—Billy Vaughn
1959—Ray Conniff
1960—Percy Faith
1961—Billy Vaughn
1962—Billy Vaughn

MOST PROGRAMMED SMALL INSTRUMENTAL GROUP

1953—Les Paul & Mary Ford
1954—Les Paul & Mary Ford
1955—Bill Haley & His Comets
1956—Bill Haley & His Comets
1957—George Shearing Quintet

MOST PROGRAMMED INSTRUMENTALIST

1958—Roger Williams
1959—Duane Eddy
1960—Duane Eddy
1961—Duane Eddy
1962—Floyd Cramer/Ferrante & Teicher (tie)
1963—Duane Eddy

MOST PROMISING MALE VOCALIST

1953—Bob Manning
1954—Lou Monte
1955—Sammy Davis, Jr.
1956—Pat Boone
1957—Johnny Mathis/Tommy Sands (tie)
1958—Jimmie Rodgers
1959—Bobby Darin/Brook Benton (tie)
1960—Jimmy Jones/Adam Wade (tie)
1961—Adam Wade
1962—Jack Jones/George Maharis (tie)
1963—Jack Jones/Bobby Vinton (tie)

MOST PROMISING FEMALE VOCALIST

1954—Kitty Kallen
1955—Jaye P. Morgan
1956—Gogi Grant
1957—Betty Johnson
1958—Connie Francis
1959—Dodie Stevens
1960—Connie Stevens
1961—Linda Scott
1962—Joanie Sommers
1963—Little Peggy March

MOST PROMISING VOCAL GROUP

1954—Four Knights
1955—Hi-Lo's/DeCastro Sisters (tie)
1956—Platters
1957—Hi-Lo's
1958—Four Preps
1959—Kingston Trio
1960—Brothers Four
1961—Limeliters
1962—Lettermen
1963—J's and Jamie

MOST PROMISING ORCHESTRA

1954—Les Elgart
1955—Richard Maltby
1956—Dick Jacobs
1957—Ray Conniff
1958—Ray Conniff
1959—Henry Mancini
1960—Si Zentner
1961—Bert Kaempfert
1962—Si Zentner
1963—Joe Harnell

MOST PROMISING SMALL INSTRUMENTAL GROUP

1954—Dick Hyman Trio
1955—Dick Hyman Trio
1956—Dick Hyman Trio

MOST PROMISING INSTRUMENTALIST

1958—Champs
1959—Dave "Baby" Cortez
1960—Bill Black's Combo
1961—Jorgen Ingmann
1962—Mr. Acker Bilk
1963—Chantays/Bill Pursell (tie)

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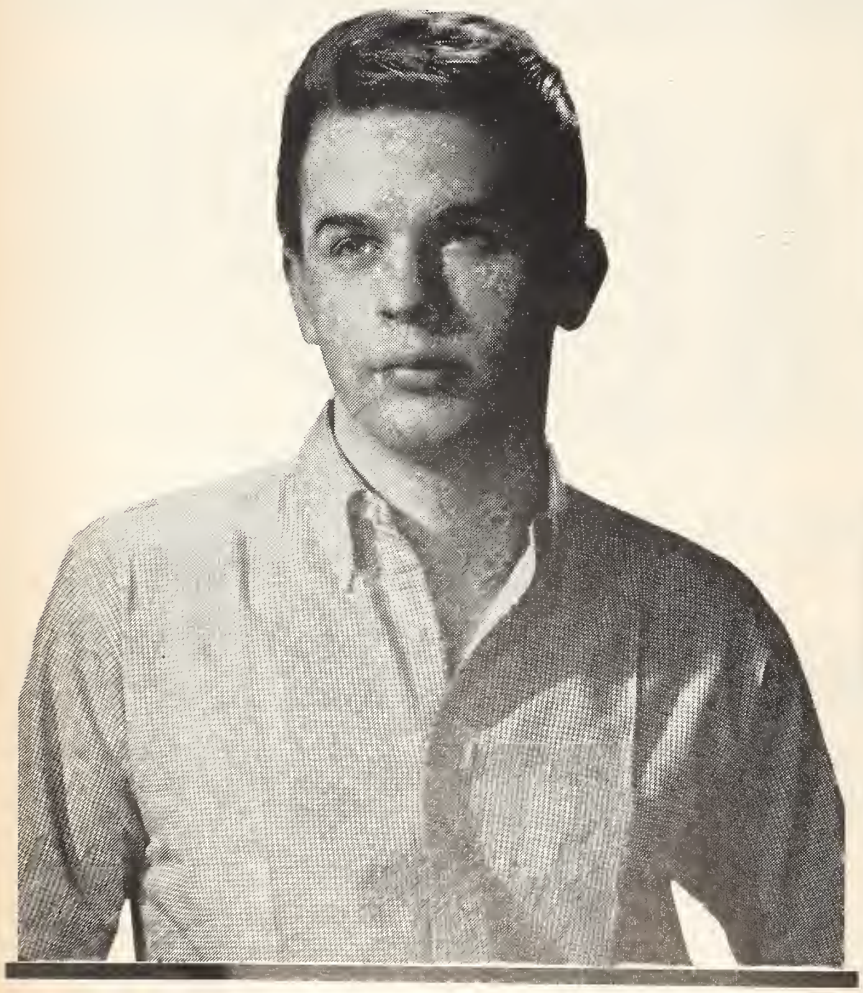

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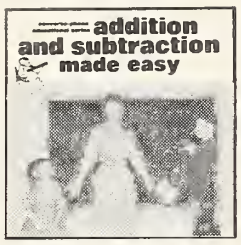

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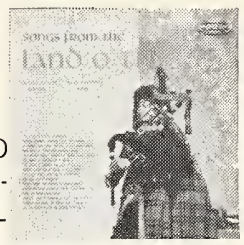

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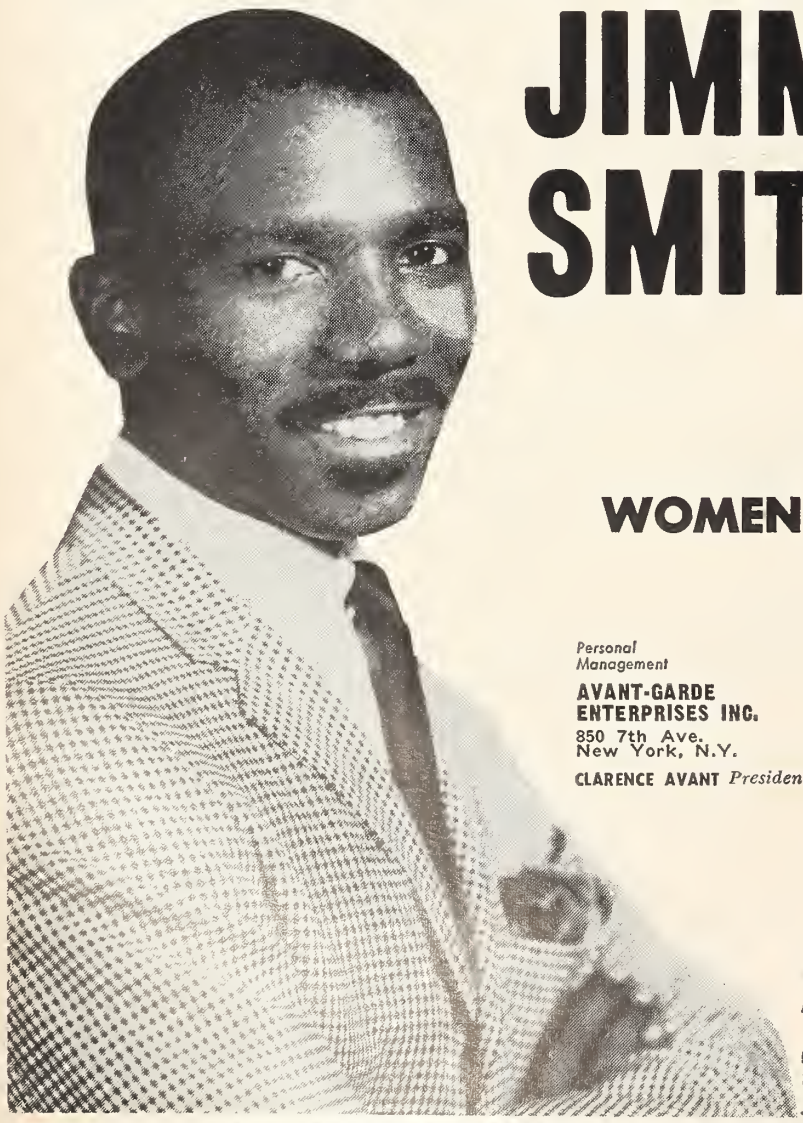

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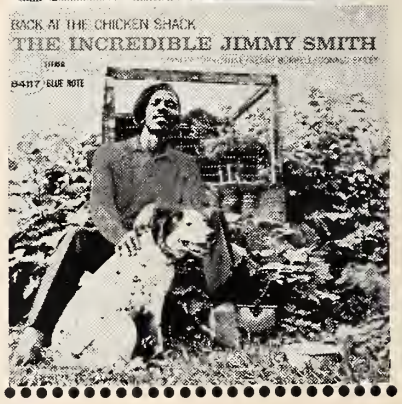

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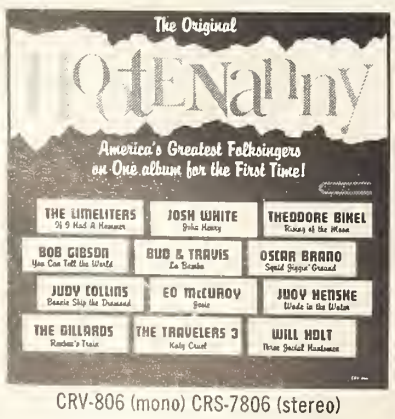

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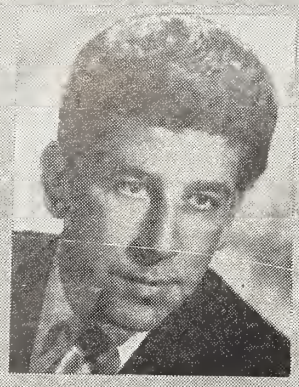

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West Coast Activities
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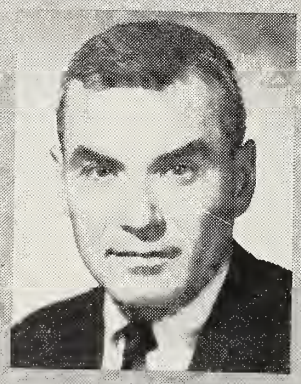

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UP ON THE ROOF
HE'S SURE THE BOY I LOVE
BLAME IT ON THE BOSSA NOVA
DON'T SAY NOTHIN' BAD ABOUT MY BABY
FOOLISH LITTLE GIRL
GO AWAY LITTLE GIRL
ONE FINE DAY
SURF CITY

1959

Frankie
Oh Carol
Dream Lover

1960

Everybody's Somebody's Fool
Footsteps
My Heart Has A Mind Of Its Own
Stairway To Heaven

1961

Breakin' In A Brand New Broken Heart
Calendar Girl
Goodbye Cruel World
Happy Birthday Sweet Sixteen
I Love How You Love Me
Just For Old Time's Sake
Little Devil
Run To Him
Take Good Care of My Baby
Where The Boys Are
Who Put The Bomp In The Bomp, Bomp, Bomp?
Will You Love Me Tomorrow

1962

Breaking Up Is Hard To Do
Conscience
Crying In The Rain
Go Away Little Girl
Her Royal Majesty
Loco-Motion
Next Door To An Angel
Patches
Uptown
Venus In Blue Jeans

1963*

My Dad
Up On The Roof
He's Sure The Boy I Love
Blame It On The Bossa Nova
Don't Say Nothin' Bad About My Baby
On Broadway
Foolish Little Girl
One Fine Day
Surf City

*First Six Months

writers

Charles Albertine
Mike Anthony
Brooks Arthur
Anthony Alfano
Jan Berry
Sylvester Bradford
Idalia Boyd
Broce Coefield
Difosco T. Ervin
Carole King Goffin
Gerald Goffin
Al Gorgoni
Howard Greenfield
Eddie Grossman
Carmine Granito
Deane Hawley
Danny Hawley
Art Kaplan
Ken Karen
Steve Karliski
Paul Kaufman
Jack Keller
Larry Kolber
Arthur Kornfeld
Barry Mann
Helen Miller
Tony Orlando
Freddie Scott
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Vincent Testa
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Toni Wein

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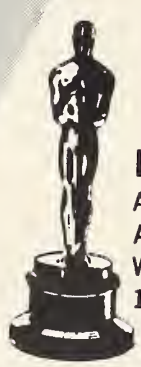
MUSIC & RECORD DIVISION



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YOGI BEAR · HUCKLEBERRY HOUND · QUICK DRAW McGRAW · NAKED CITY

*Debut Fall Season 1963

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PICTURES

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IN THE FRENCH STYLE · THE RUNNING MAN · BEHOLD A PALE HORSE
DR. STRANGELOVE OR: HOW I LEARNED TO STOP WORRYING AND LOVE THE BOMB
LORD JIM · STRAIGHT JACKET · JASON AND THE ARGONAUTS · THE SCARLET BLADE
LILITH · SEIGE OF THE SAXONS · PLAYBOY · FAIL SAFE · NOT ALL CATS ARE GRAY
THE TRAVELING LADY · GOOD NEIGHBOR SAM · MAJOR DUNDEE · THE LONG SHIPS

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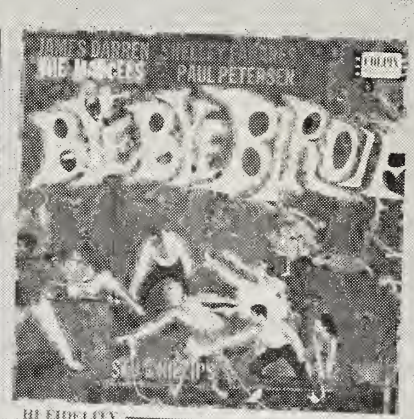
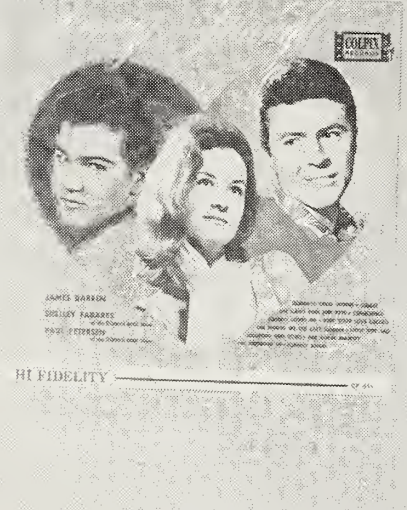
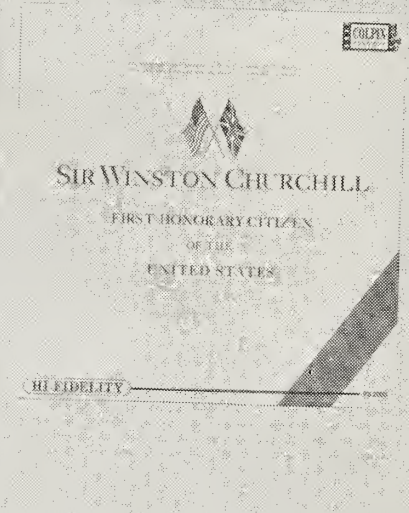






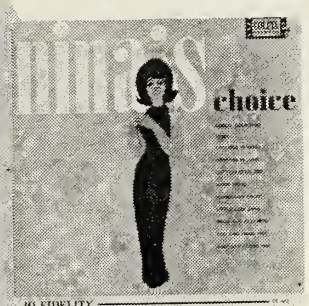
Watch for the SOUNDTRACK of

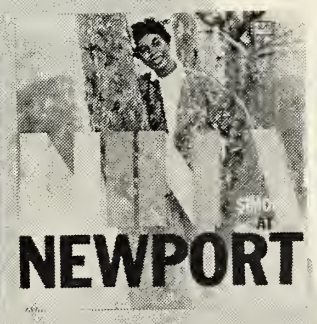
CARL FOREMAN'S

THE VICTORS

design for the future

NINA SIMONE





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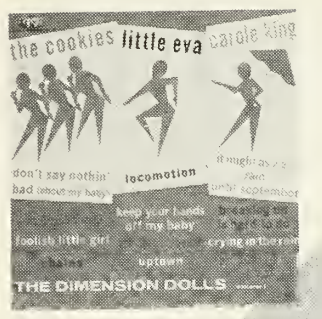

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TOP RECORDS OF THE PAST 16 YEARS*

*The Top 10 Records of 1947 thru 1962 As Compiled by CASH BOX in its Annual Year-End Survey

1947

1. Peg O' My Heart—The Harmonicats
2. Near You—Francis Craig
3. Heartaches—Ted Weems
4. Anniversary Song—Al Jolson
5. That's My Desire—Frankie Laine
6. Mamselle—Art Lund
7. Linda—Charlie Spivak
8. I Wonder Who's Kissing Her Now—Perry Como
9. Anniversary Song—Guy Lombardo
10. That's My Desire—Sammy Kaye

1948

1. My Happiness—Jon & Sondra Steele
2. Manana—Peggy Lee
3. Ballerina—Vaughn Monroe
4. Four Leaf Clover—Art Mooney
5. You Can't Be True, Dear—Ken Griffin—Jerry Wayne
6. Nature Boy—King Cole
7. Little White Lies—Dick Haymes
8. It's Magic—Doris Day
9. You Call Everybody Darling—Al Trace
10. Mickey—Ted Weems

1949

1. Forever And Ever—Russ Morgan Orch.
2. Riders In The Sky—Vaughn Monroe
3. Again—Gordon Jenkins Orch.
4. Forever And Ever—Perry Como
5. Cruising Down The River—Blue Barron Orch.
6. Cruising Down The River—Russ Morgan Orch.
7. Again—Vic Damone
8. So Tired—Russ Morgan Orch.
9. Lavender Blue—Dinah Shore
10. Buttons And Bows—Dinah Shore

1950

1. Goodnight Irene—Gordon Jenkins & The Weavers
2. It Isn't Fair—Sammy Kaye
3. Third Man Theme—Anton Karas
4. Mule Train—Frankie Laine
5. Mona Lisa—King Cole
6. Music, Music, Music—Teresa Brewer
7. I Wanna Be Loved—Andrew Sisters
8. I'd've Baked A Cake—Eileen Barton
9. I Can Dream Can't I—Andrew Sisters
10. That Lucky Old Sun—Frankie Laine

1951

1. Tennessee Waltz—Patti Page
2. How High The Moon—Les Paul & Mary Ford
3. Too Young—Nat "King" Cole
4. Be My Love—Mario Lanza
5. Because Of You—Tony Bennett
6. On Top Of Old Smoky—Weavers & Terry Gilkyson
7. If—Perry Como
8. Sin—Four Aces
9. Come On-A My House—Rosemary Clooney
10. Mockin' Bird Hill—Les Paul & Mary Ford

1952

1. Cry—Johnnie Ray
2. Blue Tango—Leroy Anderson
3. Anytime—Eddie Fisher
4. Delicado—Percy Faith
5. Kiss Of Fire—Georgia Gibbs
6. Wheel Of Fortune—Kay Starr
7. Tell Me Why—Four Aces
8. I'm Yours—Don Cornel
9. Here In My Heart—Al Martino
10. Auf Wiedersehn Sweetheart—Vera Lynn

1953

1. Song From Moulin Rouge—Percy Faith } Tie
2. Till I Waltz Again With You—Teresa Brewer } Tie
3. April In Portugal—Les Baxter
4. Vaya Con Dios—Les Paul & Mary Ford
5. I'm Walking Behind You—Eddie Fisher
6. I Believe—Frankie Laine
7. You, You, You—Ames Bros.
8. Doggie In The Window—Patti Page
9. Why Don't You Believe Me—Joni James
10. Pretend—Nat "King" Cole

1954

1. Little Things Mean A Lot—Kitty Kallen
2. Hey There—Rosemary Clooney
3. Wanted—Perry Como
4. Young At Heart—Frank Sinatra
5. Sh-Boom—Crewcuts
6. Three Coins In The Fountain—Four Aces
7. Little Shoemaker—Gaylords
8. Oh, My Papa—Eddie Fisher
9. Secret Love—Doris Day
10. Happy Wanderer—Frank Weir

1955

1. Rock Around The Clock—Bill Haley & Comets
2. Davy Crockett—Bill Hayes
3. Cherry Pink And Apple Blossom White—Perez Prado
4. Melody Of Love—Billy Vaughn
5. Yellow Rose Of Texas—Mitch Miller
6. Ain't That A Shame—Pat Boone
7. Sincerely—McGuire Sisters
8. Unchained Melody—Al Hibbler
9. Crazy Otto—Johnny Maddox
10. Mr. Sandman—Chordettes

1956

1. Don't Be Cruel—Elvis Presley
2. The Great Pretenders—Platters
3. My Prayer—Platters
4. The Wayward Wind—Gogi Grant
5. Whatever Will Be, Will Be—Doris Day
6. Heartbreak Hotel—Elvis Presley
7. Lisbon Antigua—Nelson Riddle
8. Canadian Sunset—Hugo Winterhalter
9. Moonglow & Picnic—Morris Stoloff
10. Honky Tonk—Bill Daggett

1957

1. Tammy—Debbie Reynolds
2. Love Letters In The Sand—Pat Boone
3. Bye Bye Love—Everly Brothers
4. It's Not For Me To Say—Johnny Mathis
5. Young Love—Sonny James—Tab Hunter
6. All Shook Up—Elvis Presley
7. So Rare—Jimmy Dorsey
8. Little Darlin'—Diamonds
9. Round And Round—Perry Como
10. Diana—Paul Anka

1958

1. Nel Blue Dipinto Di Blu—Domenico Modugno
2. It's All In The Game—Tommy Edwards
3. Patricia—Perez Prado
4. All I Have To Do Is Dream—Everly Brothers
5. Bird Dog/Devoted To You—Everly Brothers
6. Little Star—Elegants
7. Witch Doctor—David Seville
8. Twilight Time—Platters
9. Tequila—Champs
10. At The Hop—Danny & The Juniors

1959

1. Mack The Knife—Bobby Darin
2. Battle Of New Orleans—Johnny Horton
3. There Goes My Baby—Drifters
4. Venus—Frankie Avalon
5. Lonely Boy—Paul Anka
6. Personality—Lloyd Price
7. Three Bells—Browns
8. Put Your Head On My Shoulder—Paul Anka
9. Sleepwalk—Santo & Johnny
10. Come Softly To Me—Fleetwoods

1960

1. Theme From A Summer Place—Percy Faith
2. It's Now Or Never—Elvis Presley
3. Save The Last Dance For Me—Drifters
4. The Twist—Chubby Checker
5. Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini—Brian Hyland
6. I'm Sorry—Brenda Lee
7. Stuck On You—Elvis Presley
8. He'll Have To Go—Jim Reeves
9. Cathy's Clown—Everly Brothers
10. Running Bear—Johnny Preston

1961

1. Exodus—Ferrante & Teicher
2. Calcutta—Lawrence Welk
3. Will You Love Me Tomorrow—Shirelles
4. Tossin' And Turnin'—Bobby Lewis
5. Wonderland By Night—Bert Kaempfert
6. Are You Lonesome Tonight—Elvis Presley
7. Travelin' Man—Ricky Nelson
8. Michael—Highwaymen
9. Runaway—Del Shannon
10. Last Date—Floyd Cramer

1962

1. Twist—Chubby Checker
2. Stranger On The Shore—Acker Bilk
3. Peppermint Twist—Joey Dee & Starliters
4. Mashed Potato Time—Dee Dee Sharp
5. Moon River—Henry Mancini-Jerry Butler
6. I Can't Stop Loving You—Ray Charles
7. You'll Lose A Good Thing—Barbara Lynn
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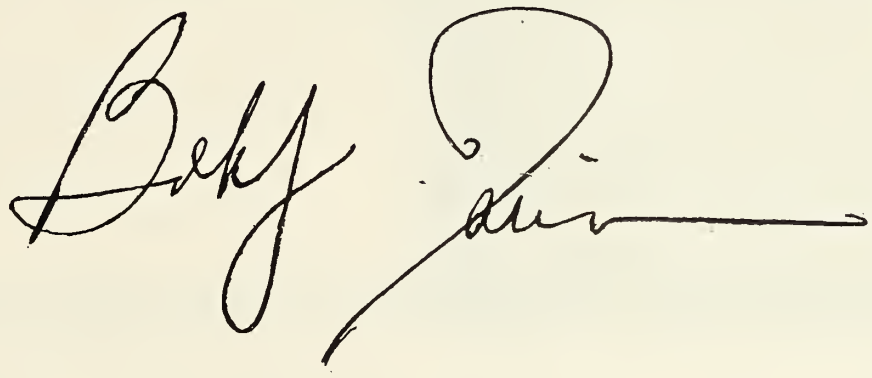

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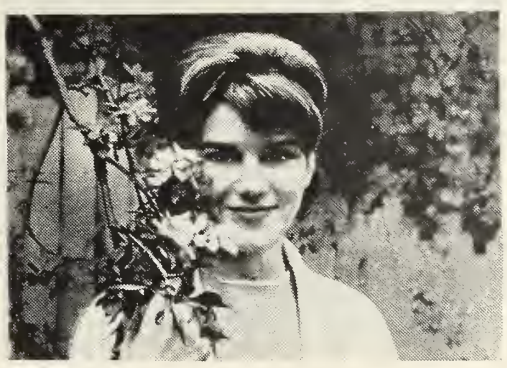

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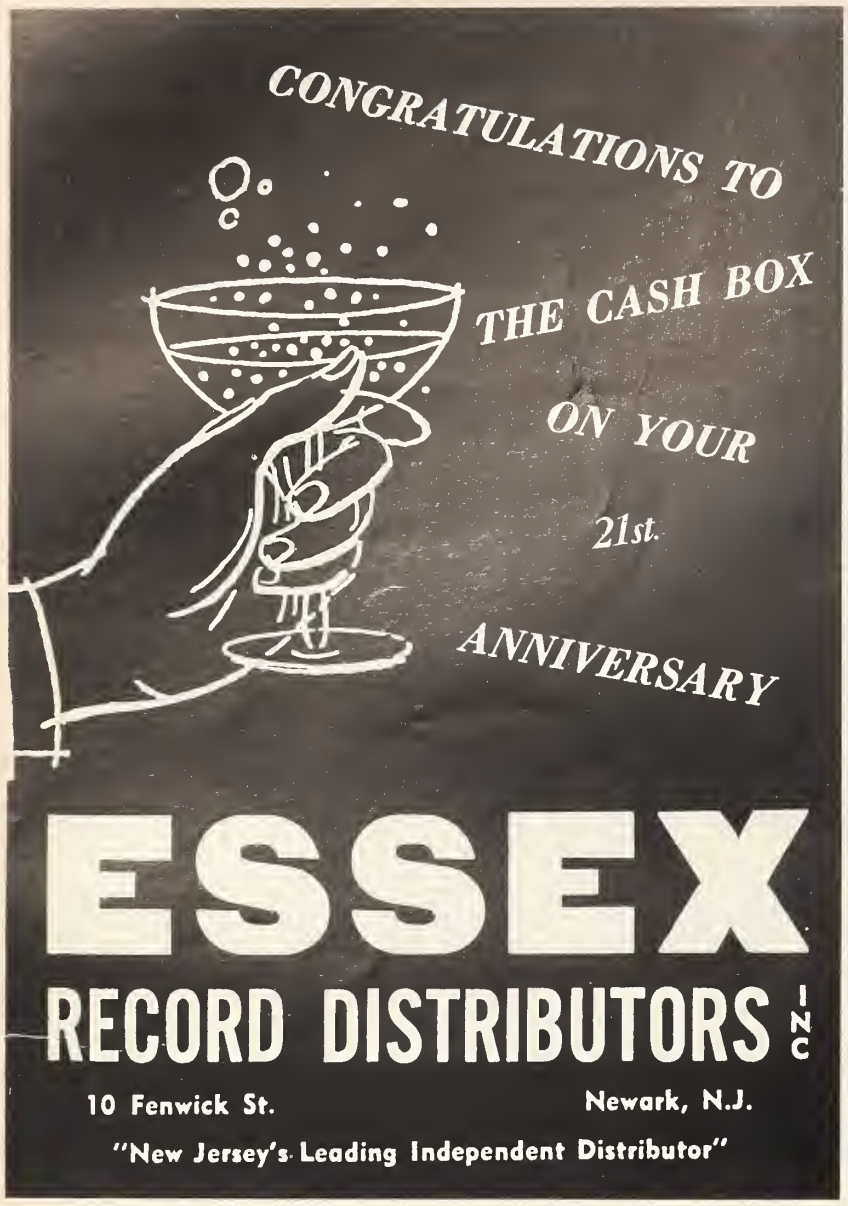

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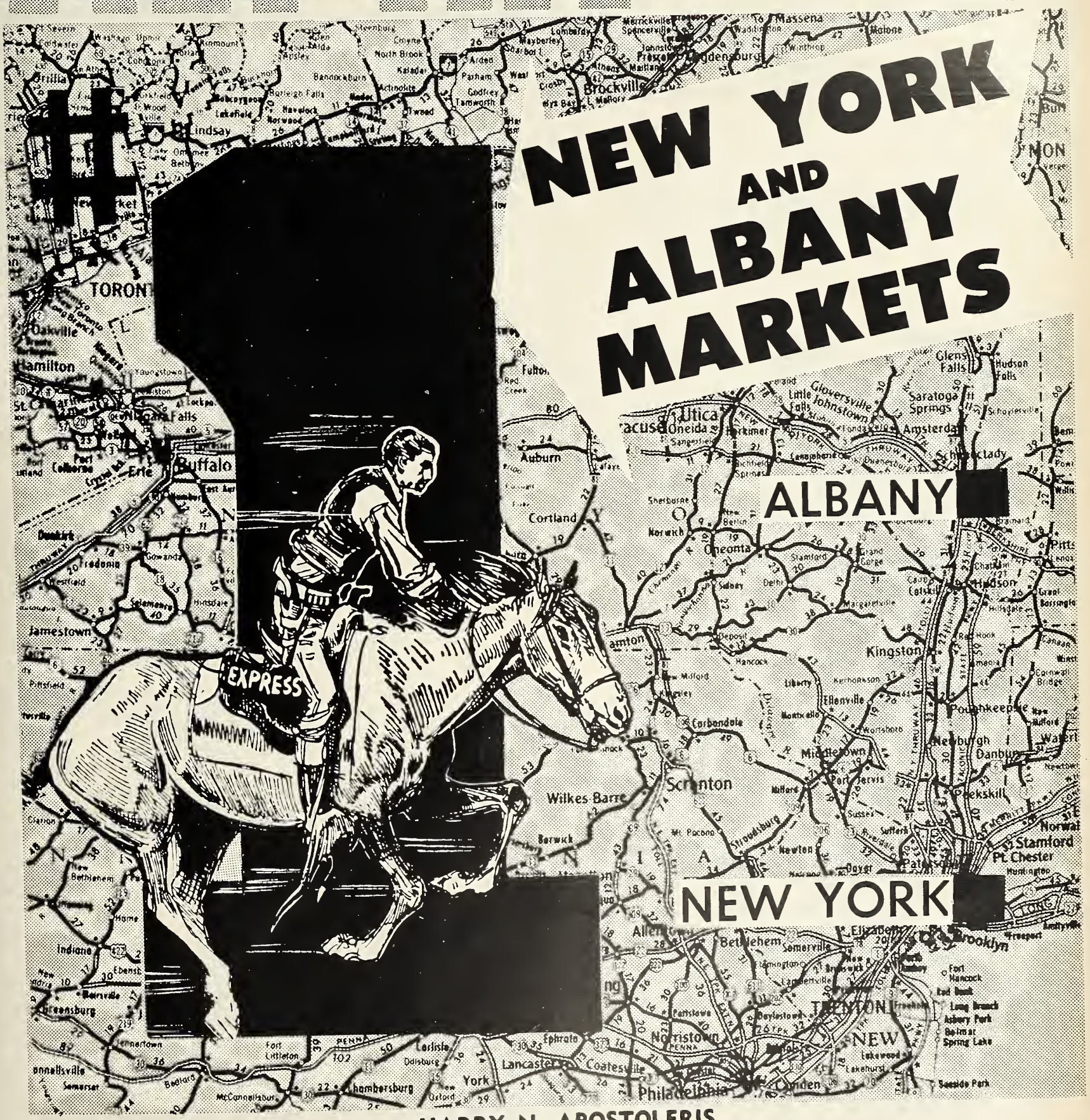

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(Apollo, Bigtop, Borderline, Bull, Cameo, Conversaphone, De-Fi, Dooto, Ember, End, Goldisc, Guydem Herald, Hickory, Jamie, Kem, Tom Lehrer, Living Language, Musicor, Omega, Parkway, Rainbow, Specialty, Starday, Summit, Sun, United Artists, Verve, Westminster, YPR)

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Ralph Woodward—393-2233
(RCA Victor, RCA Camden)

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(Columbia)

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Irwin R. Fink—WA 3-4900
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351 Washington St.
Joe Martin/Jerry Cohen—MA 3-7231
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Capitol Records Dist. Corp.
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MA 3-7086
(Capitol, Angel, Ludix)

Essex Record Dist., Inc.
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Joseph Cohen—BI 3-7700
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Ideal Record Products
357 Lyans Ave.
Jack Kosloff—WA 3-6333
(Alector, Brent, Bruno, Caedmon, Cook, Design, Fargo, Fiesta, Golden, Golden Crest, Gold Star, Grand Prix, Headline, Helios, Hurrah, Palace, Shad, Simon Says, Time)

King Records Co.
356 Washington St.
Dave King—MA 2-1780
(King Federal, Deluxem Bethlehem, Audio Lab)

Laredy Record Dist. Corp.
46 Green St.
Joseph Fechner—HA 3-5984
(Award Artists, Challenge, Coliseum, Command, Disneyland, Grand Award, Tom Lehrer, Living Language, Living Literature, Rodeo, Tradition, Universe, Valiant, Vista, Warner Bros., Young Peoples)

Wendy Dist., Inc.
37 Williams St.
Jerry Winston—MA 3-5845
(Alegre, Arvee, Bamboo, Cameo, Can-Amer, Caprice, Carlton, Congress, Cub, Crescendo, Del Fi, Double LL, Dynamic, Elektra, Era, Gene Norman, Good Time Jazz, Gregmark, Hickory, HiFi, Infinity, Joy, Liberty, Life, Mack 4, Mardi Gras, Monogram, Parkway, Reprise, Sabina, Stereoddities, 20th Cent. Fox, Vesuvius, Verve)

NEW YORK

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Delta Record Dist., Inc.
1260 Broadway
Robt. Devere—HO 2-6564
(A&M, Audicon, AFC, Amy, Artone, Audio Lab, Bell, Blue Note, Bethlehem, Bluesville, Caldwell, Cameo, Can-Amer, Carlton, Coed, Colonial, Caprice, Crackerjack, Congress, Cortland, Crown, Dimension, Del Fi, Donna, Duel, Duke, End, Excello, Ember, Enjoy, Ermine, Everlast, Fabor, Fairlane, Festival, Federal, Fire, Folkways, Fono Graf, Fury, Four Jay, Gardena, Gedison, Gemini, Gone, Gordy, Gospel, Harmon, Herald, Heritage, Hit, Hob, Harvey, Hickory, Hull, Hi Life, Impulse, Infinity, Johnson, Joy, Jubilee, KC, King, Kent, Lenox, Landa, Laurie, Legrand, Little Star, Lawn, Mala, Miracle, Motion, Motown, Moodsville, Monument, Marsh, Newtown, Nasco, Nashboro, New Jazz, Old Town, Octavia, One-der-ful, Pageant, Parliament, Peacock, Philles, Prestige, Rayna, Regent, Rendezvous, Ric, Rockin, Ron, RSVP, Rori, Rust, Sabina, Sar Scepter, SegWay, Salina, Sharp, Soma, St/And, Stereoddities, Standard, Specialty, Swan, Swingsville, Swirl, Sue, Stacy, Tamla, Tradition, Triad, Tri-Phi, Tri-Disc, TruSound, Twirl, Versatile, Viscount, Wand, Wink, Witch, Willow, Zen, Zell's)

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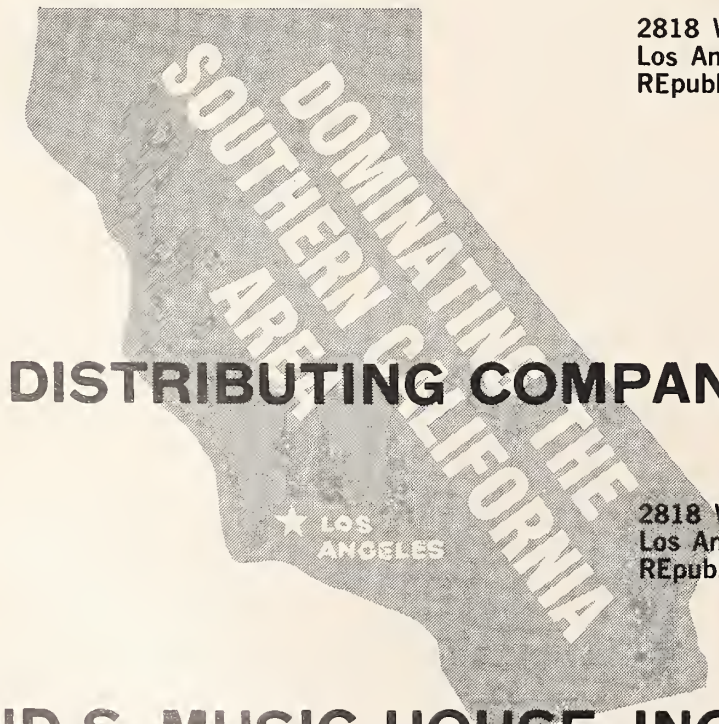

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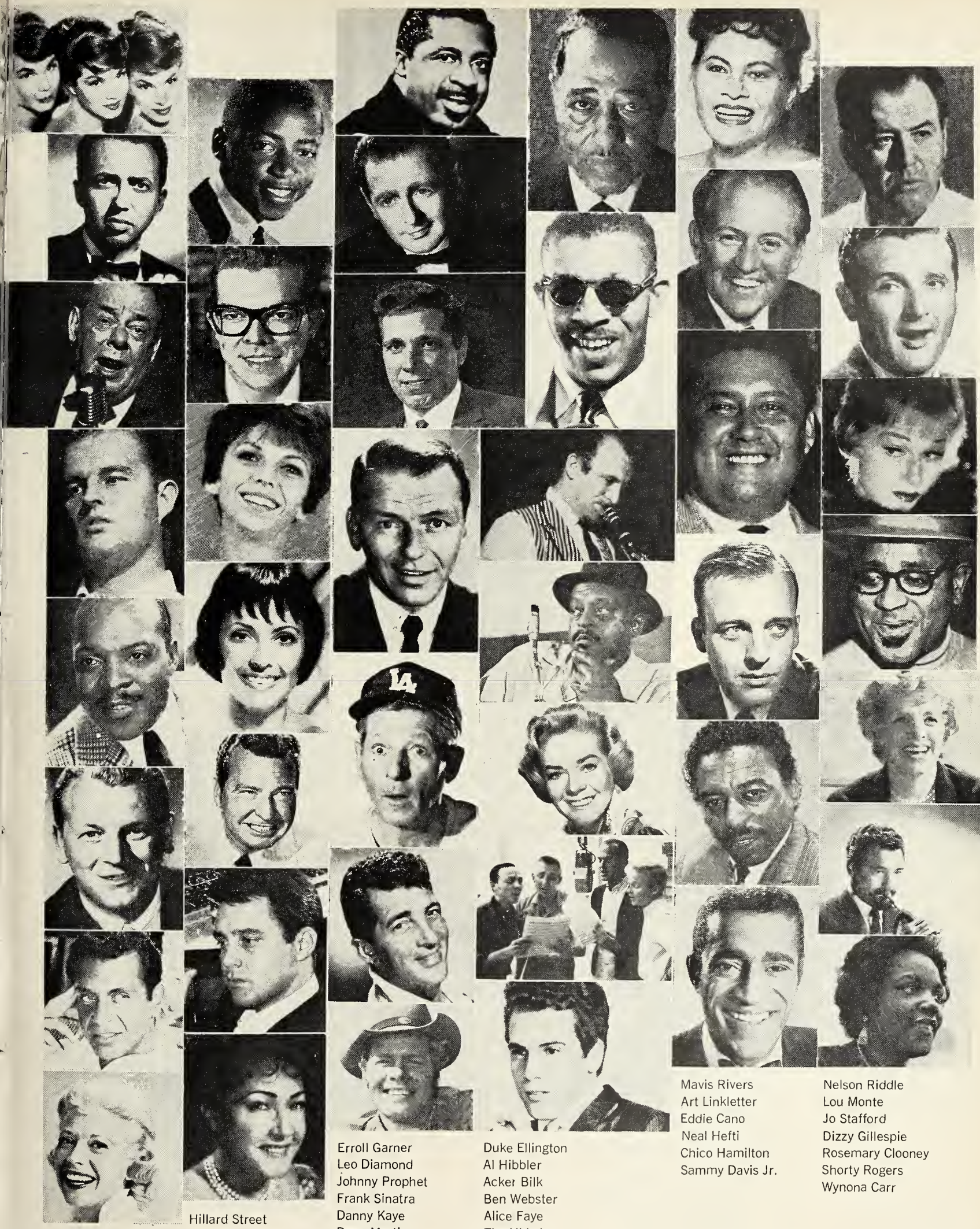

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Capitol Records Dist. Corp.
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(Capitol, Angel)

King Records
814 Main St.
TL 3-5656
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M & N Dist. Co.
620 Washington St.
Fay Mirti—TL 6-5130
(Laurie, Everest, Riverside, Caedman, Legrand, Fraternity, Vee Jay, Rust, Jazzland, Fury, Battle, Gordy, Offbeat, Popside, Rori, RSVP, Spar, Spoken Arts, Perri, Washington, Wonderland, Workshop Jazz)

Metro Record Dist. Corp.
861 Washington St.
Carl Glaser—TL 6-8477
(Atlantic, Golden, Imperial, Joy, Laurie, Liberty, Lenox, Merc, Motown, Reprise, Sar, Select, Smash, Stacy, Stax, Simon Says, Stereoddities, Tamla, Vanguard)

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1680 Walden Ave.
Jack Riehle—TX 5-1209
(RCA Victor, RCA Camden)

NEW YORK CITY

Adam Record Dist. Co.
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LT 1-2690
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All-Disc, Inc.
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Lou Fagon—PL 7-0744
(Audio Fidelity, Dauntless, Chez Vito, Stinson, Stand, Fellowship, Kinor)

Alpha Dist. Corp.
457 W. 45th St.
Harry Apostoleris—CI 5-7933
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Neil Daniele—CI 5-3400
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Columbia Record Dist., Inc.
111 5th Ave.
Dave Wynshaw—OR 7-3950
(Columbia, Harmony)

Cantinental Records
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Casnat Corp.
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146 W. 54th St.
Hy Penzell—PL 7-0271
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207 W. 25th St.
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Portem Dist.
601 W. 50th St.
Gladys Pare—PL 7-0070
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Sam Weiss—CI5-3655
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ROCHESTER

Columbia Record Dist.
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Roger Whitney—HU 2-2650
(Columbio)

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Oscar Dachs—GR 5-6531
(RCA Victor, RCA Camden)

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Phil Goldberg—ED 4-9369
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Capitol Records Dist. Co.
1904 W. Morehead St.
Bob Ross—ED 3-3153
(Copitol, Angel, Ludix)

F & F Enterprises, Inc.
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King Records Inc.
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(King, Federal, Deluxe, Bethlehem, 4-Star, Try Me, Newport, Gateway, Ro-Zan)

Mangold Dist. Co.
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3715 Spaeth St.
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(Capitol, Angel)

Columbia Record Dist. Co.
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William Kelly—542-2620
(Columbia, Epic, Hormony)

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C. Doherty—721-4210
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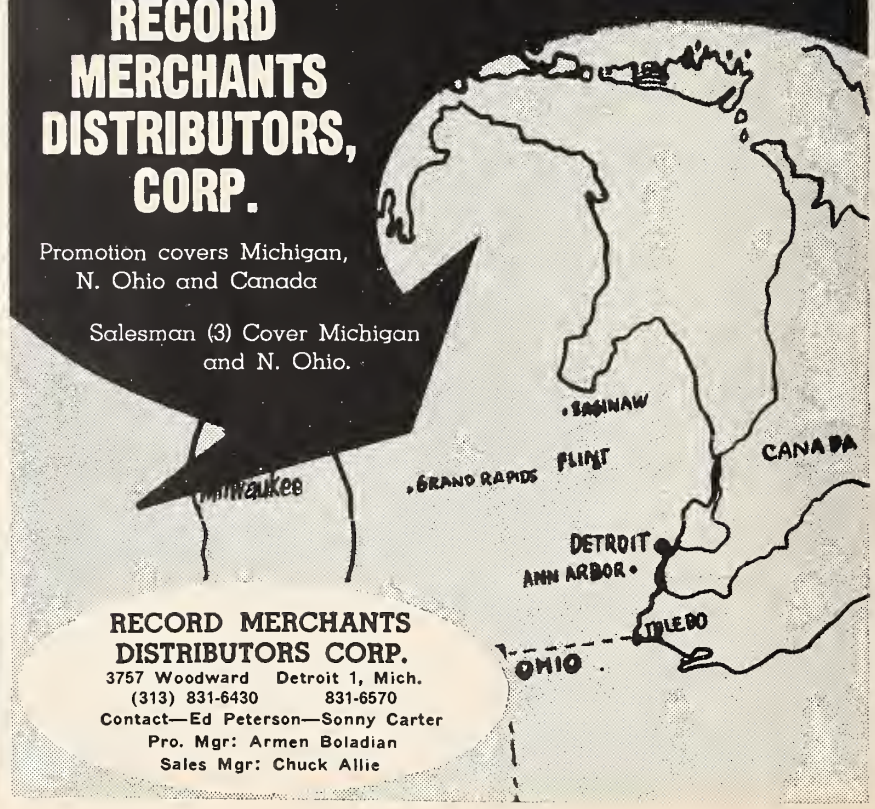

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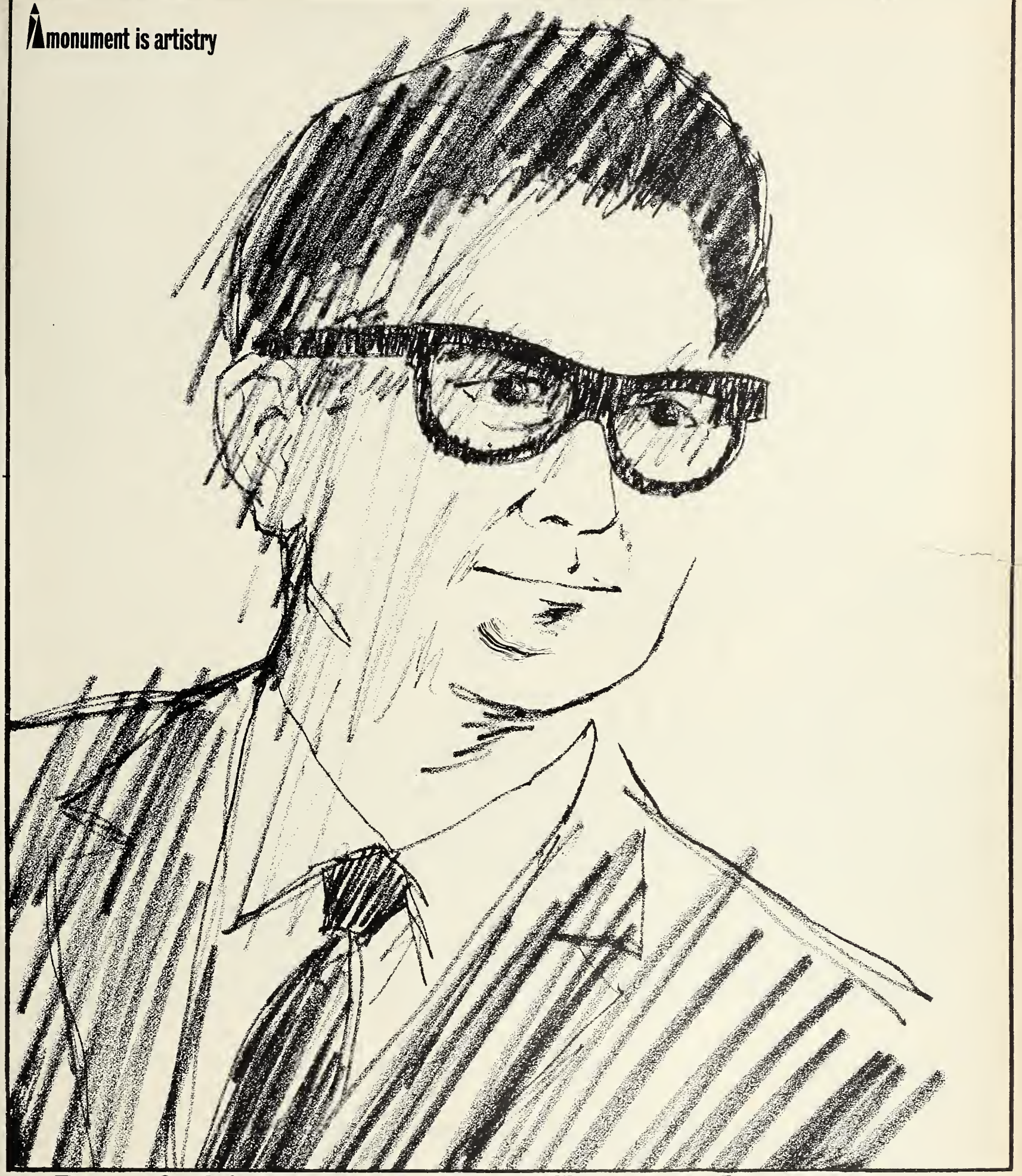

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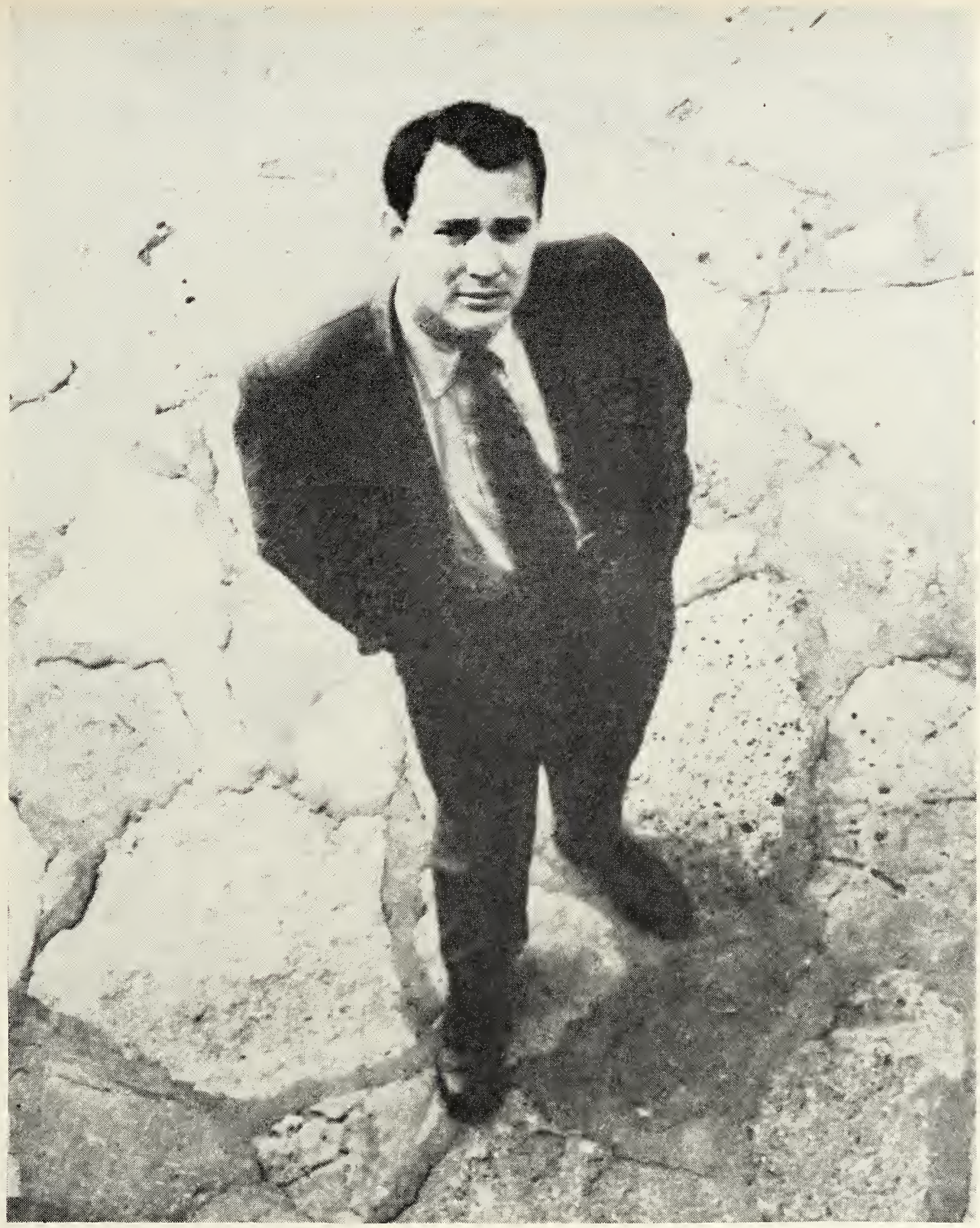

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THE MILLION-SELLER RECORDS

A LIST OF MOST OF THE RECORDS WHICH HAVE TOPPED THE MILLION MARK

Ames Brothers	Sentimental Me (Rag Mop)	Coral 1950
	You You You	Victor 1953
Anderson, Leroy	Blue Tango	Decca 1951
Andrews Sisters	Rum And Coca-Cola	Decca 1944
	I Can Dream, Can't I	Decca 1949
Anka, Paul	Diana	ABC Par 1957
	Lonely Boy	ABC Par 1960
Austin Gene	Ramona	Victor 1928
Autry, Gene	Silver Haired Daddy	Columbia 1939
	Rudolph The Red-Nosed Reindeer	Columbia 1950
Avalon, Frankie	Venus	Chancellor 1958
Baker, LaVern	I Cried A Tear	Atlantic 1959
Barber, Chris	Petite Fleur	Laurie 1959
Barron, Blue	Cruising Down The River	MGM 1949
Barton, Eileen	If I Knew You Were Comin' I'd Of Baked A Cake	National 1950
Baxter, Les	Poor People Of Paris	Capitol 1956
Bennett, Tony	Because Of You	Columbia 1952
	Cold Cold Heart	Columbia 1952
	Rags To Riches	Columbia 1953
	Stranger In Paradise	Columbia 1954
Benton, Brook	It's Just A Matter Of Time	Mercury 1959
Bilk, Mr. Acker	Stranger On The Shore	Atco 1962
Black's Combo, Bill	Smokie	Hi 1959
	White Silver Sands	Hi 1960
	Josephine	Hi 1960
Black, Jeanne	He'll Have To Stay	Capitol 1960
Bonds, Gary U. S.	Quarter To Three	Legrand 1962
Booker T & MG's	Green Onions	Stax 1962
Boone, Pat	Ain't That A Shame	Dot 1955
	I'll Be Home	Dot
	Friendly Persuasion	Dot
	Remember You're Mine	Dot
	I Almost Lost My Mind	Dot 1956
	Love Letters In The Sand	Dot 1957
	Don't Forbid Me	Dot 1957
	Why, Baby, Why	Dot 1957
	April Love	Dot 1958
Boyd, Jimmy	I Saw Mommy Kissing Santa Claus	Columbia 1952
Brewer, Teresa	Till I Waltz Again With You	Coral 1952
	Ricochet	Coral 1953
Britt, Elton	There's A Star-Spangled Banner Waving Somewhere	Victor 1942
Brown, Les	Sentimental Journey	Columbia 1945
Browns	Three Bells	Victor 1959
Buchanan & Goodman	Flying Saucer	Luniverse 1956
Byrnes, Edd	Kookie Lend Me Your Comb	Warner Bros. 1959
Calloway, Cab	Jumpin' Jive	Columbia 1939
Channel, Bruce	Hey Baby	Smash 1962
Cannon, Freddie	Way Down Yonder in New Orleans	Swan 1959
Cavallaro, Carmen	Polonaise (by Chopin)	Decca 1945
Champs	Tequila	Challenge 1958
Charles, Ray	I Can't Stop Loving You	ABC Par 1962
Checker, Chubby	The Twist	Parkway 1960
	Let's Twist Again	Parkway 1961
	Limbo Rock/Popeye	Parkway 1962
Chordettes	Mr. Sandman	Cadence 1954
Clooney, Rosemary	Come On-A My House	Columbia 1951
	Hey There	Columbia 1954
Coasters	Searchin'	Atco 1957
	Yakety Yak	Atco 1958
	Charlie Brown	Atco 1959
	Poison Ivy	Atco 1959
Cole, Cozy	Topsy (Part II)	Love 1958
Cole, Nat "King"	Nature Boy	Capitol 1948
	Mona Lisa	Capitol 1949
	Too Young	Capitol 1951
	Ramblin' Rose	Capitol 1962
Como, Perry	Temptation	Victor 1945
	Hubba Hubba	Victor 1945
	Till The End Of Time	Victor 1945
	Prisoner Of Love	Victor 1946
	When You Were Sweet Sixteen	Victor 1947
	Because	Victor 1948
	Don't Let The Stars Get In Your Eyes	Victor 1952
	Wanted	Victor 1954
	Hot Diggity	Victor 1956
	Papa Loves Mambo	Victor 1956
	Round And Round	Victor 1957
	Catch A Falling Star	Victor 1958
Contours	Do You Love Me	Gordy 1962
Cooke, Sam	You Send Me	Keen 1958
Covington, Warren	Tea For Two Cha Cha	Decca 1958
Cramer, Floyd	Last Date	1961
Crew Cuts	Sh-Boom	Mercury 1954
Crickets	That'll Be The Day	Brunswick 1957
Crosby, Bing	Silent Night	Decca 1942
	Sunday, Monday, Or Always	Decca 1943
	I'll Be Home For Christmas	Decca 1943
	Swinging On A Star	Decca 1944
	Too-Ra-Loo-Ra-Loo-Ral	Decca 1944
Crosby, Bing (Cont'd)	I Can't Begin To Tell You	Decca 1945
	Dear Hearts And Gentle People	Decca 1946
	New San Antonio Rose	Decca 1946
	MacNamara's Band	Decca 1946
	Sweet Leilani	Decca 1946
	White Christmas	Decca 1946
	Now Is The Hour	Decca 1948
	Galway Bay	Decca 1948
with Andrews Sisters	Pistol Packin' Mama	Decca 1943
	Jingle Bells	Decca 1943
	Don't Fence Me In	Decca 1944
	South America, Take It Away	Decca 1946
with Gary Crosby	Play A Simple Melody	Decca 1950
with Grace Kelly	True Love	Capitol 1957
with Fred Waring	Whiffenpoof Song	Decca 1950
Dalhart, Vernon	Prisoner's Song	Victor 1924
Damone, Vic	You're Breaking My Heart	Mercury 1949
Danny & Juniors	At The Hop	ABC-Par 1958
Darin, Bobby	Splish Splash	Atco 1958
	Dream Lover	Atco 1959
	Queen Of The Hop	Atco 1959
	Mack The Knife	Atco 1960
Day, Bobby	Rockin' Robin	Class 1958
Day, Doris	Secret Love	Columbia 1954
	Whatever Will Be, Will Be	Columbia 1956
Dean, Jimmy	Big Bad John	Columbia 1961
Dee, Joey & Starliters	The Peppermint Twist	Roulette 1961
Del-Vikings	Come Go With Me	Dot 1957
Denny, Martin	Quiet Village	Liberty 1959
Diamonds	Little Darlin'	Mercury 1957
	The Stroll	Mercury 1958
Dinning, Mark	Teen Angel	MGM 1960
Dion	Runaround Sue	Laurie 1961
Doggett, Bill	Honky Tonk	King 1956
Domino, Fats	The Fat Man	Imperial 1948
	Goin' Home	Imperial 1952
	You Said You Loved Me	Imperial 1953
	Please Don't Leave Me	Imperial 1953
	Going To The River	Imperial 1953
	Love Me	Imperial 1954
	All By Myself	Imperial 1955
	I Can't Go On	Imperial 1955
	Ain't That A Shame	Imperial 1955
	I'm In Love Again	Imperial 1956
	Bo Weevil	Imperial 1956
	Blue Monday	Imperial 1956
	Blueberry Hill	Imperial 1956
	It's You I Love	Imperial 1957
	I'm Walkin'	Imperial 1957
	I Still Love You	Imperial 1957
	Whole Lotta Lovin'	Imperial 1960
Dorsey, Jimmy	Maria Elena	Decca 1946
	Green Eyes	Decca 1946
	So Rare	Fraternity 1957
Dorsey, Tommy	Marie	Victor 1937
	Boogie Woogie	Victor 1938
	There Are Such Things	Victor 1942
Draper, Rusty	Gambler's Guitar	Mercury 1953
Drifters	There Goes My Baby	Atlantic 1960
	True Love, True Love/Dance With Me	Atlantic 1960
	Save The Last Dance For Me	Atlantic 1961
Duke Of Earl	Duke Of Earl	Vee Jay 1962
Eckstine, Billy	I Apologize	MGM 1951
Edwards, Tommy	It's All In The Game	MGM 1958
Elegants	Little Star	APT 1958
Eva, Little	The Loco-Motion	Dimension 1962
Everly Bros.	Bye Bye Love	Cadence 1957
	Wake Up Little Susie	Cadence 1957
	All I Have To Do Is Dream	Cadence 1958
	Bird Dog/Devoted To You	Cadence 1958
	Cathy's Clown	Warner Bros. 1960
Fabric, Bent	Alley Cat	Atco 1962
Faith, Percy	The Song From Moulin Rouge	Columbia 1953
	Theme From A Summer Place	Columbia 1960
Ferrante & Teicher	Exodus	Un. Artists 1961
Fiedler, Arthur	Jalousie	Victor 1938
Fisher, Eddie	Anytime	Victor 1951
	I'm Walking Behind You	Victor 1953
	Oh My Pappa	Victor 1953
	I Need You Now	Victor 1954
Fitzgerald, Ella & Ink Spots	Into Each Life Some Rain Must Fall	Decca 1944
Fleetwoods	Come Softly To Me	Dolton 1959
	Mr. Blue	Dolton 1959
Fontane Sisters	Hearts of Stone	Dot
Ford, Tennessee Ernie	Sixteen Tons	Capitol 1955
Four Aces	Tell Me Why	Decca 1951
	Love Is A Many-Splendored Thing	Decca 1955
Four Lads	Moments To Remember	Columbia 1955
	No Not Much	Columbia 1956

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MILLION-SELLERS

A LIST OF MOST OF THE RECORDS WHICH HAVE TOPPED THE MILLION MARK

Four Seasons	Sherry	VeeJay 1962
	Big Girls Don't Cry	VeeJay 1962
Francis, Connie	Who's Sorry Now	MGM 1958
	My Happiness	MGM 1959
	Among My Souvenirs	MGM 1959
	Mama/Teddy	MGM 1960
	Everybody's Somebody's Fool/ Jealous Of You	MGM 1960
	Together	MGM 1961
	Many Tears Ago	MGM 1961
	Where The Boys Are	MGM 1961
Freberg, Stan	St. George And The Dragonet	Capitol 1953
Four Seasons	Sherry	VeeJay 1962
	Big Girls Don't Cry	VeeJay 1962
Gibbs, Georgia	Kiss Of Fire	Mercury 1952
	Tweedle Dee	Mercury 1955
	Dance With Me Henry	Mercury 1955
Glahe, Will	Beer Barrel Polka	Victor 1938
Gleason, Jackie	Melancholy Serenade	Capitol 1953
Godfrey, Arthur	Too Fat Polka	Columbia 1947
Grant, Gogi	Suddenly There's A Valley	Era 1955
	Wayward Wind	Era 1956
Haley, Bill	Shake, Rattle And Roll	Decca 1955
	Rock Around The Clock	Decca 1955
Hamilton IV, George	A Rose And A Baby Ruth	ABC-Par 1958
Harris, Phil	The Thing	Victor 1950
Harrison, Wilbert	Kansas City	Fury 1959
Hayes, Bill	Davy Crockett	Cadence 1955
Haymes, Dick	You'll Never Know	Decca 1943
	Little White Lies	Decca 1948
Heidt, Horace	Deep In The Heart Of Texas	Columbia 1941
Helms, Bobby	My Special Angel	Decca 1957
Herman, Woody	Laura	Columbia 1945
	Woodchooper's Ball	Decca 1947
Highwaymen	Michael	United Artists 196
Hilltoppers	P.S. I Love You	Dot
Holly, Buddy	Paggy Sue	Coral 1958
Hollywood Argyles	Alley-Oop	Lute 1960
Horton, Johnny	Battle Of New Orleans	Columbia 1959
Howard, Eddy	To Each His Own	Mercury 1946
Hunt, Pee Wee	12th Street Rag	Capital 1951
	Oh	Capitol 1953
Hunter, Tab	Young Love	Dot 1957
Hyland, Brian	Itsy Bitsy Teenie Bikini	Kapp 1960
Impalas	Sorry (I Ran All The Way Home)	Cub 1959
Ink Spots	To Each His Own	Decca 1946
	The Gypsy	Decca 1946
James, Harry	Ciribiribin	Columbia 1939
	One O'Clock Jump	Columbia 1941
	You Made Me Love You	Columbia 1946
James, Joni	Why Don't You Believe Me	MGM 1953
	Your Cheating Heart	MGM 1953
	Have You Heard	
James, Sonny	Young Love	Capitol 1957
Jenkins, Gordon with The Weavers	Maybe You'll Be There	Decca 1947
	Goodnight, Irene	Decca 1950
Jolson, Al	April Showers b/w Swanee	Decca 1945
	California Here I Come b/w Rockabye Your Baby	Decca 1946
	You Made Me Love You b/w Ma Blushin' Rosie	Decca 1946
	Sonny Boy b/w My Mammy	Decca 1946
	Anniversary Song	Decca 1946
Jones, Jimmy	Handy Man	Cub 1960
	Good Timin'	Cub 1960
Jones, Spike	Cocktails For Two	Victor 1944
	All I Want For Christmas	Victor 1948
Jordan, Louis	Choo Cho Ch'Boogie	Decca 1946
Justis, Bill	Raunchy	Phillips Int 1958
Kaempfert, Bert	Wonderland By Night	Decca 1961
Kalin Twins	When	Decca 1958
Kallen, Kitty	Little Things Mean A Lot	Decca 1954
King, Claude	Wolverton Mountain	Columbia 1962
King, Pee Wee	Slow Poke	Victor 1951
Kingston Trio	Tom Dooley	Capitol 1958
Knight, Evelyn	A Little Bird Told Me	Decca 1948
Kyser, Kay	Three Little Fishes	Columbia 1941
	Jingle Jangle Jingle	Columbia 1942
	Praise The Lord	Columbia 1942
	Strip Polka	Columbia 1942
	Who Wouldn't Love You	Columbia 1942
	Woody Woodpecker	Columbia 1948
Laine, Frankie	That's My Desire	Mercury 1947
	Shine	Mercury 1948
	Mule Train	Mercury 1949
	Lucky Ol' Sun	Mercury 1949
	Jezebel	Columbia 1951
	I Believe	Columbia 1953
	Moonlight Gambler	Columbia 1957
La Rosa, Julius	Eh Cumpari	Cadence 1953
Lanza, Mario	Be My Love	Victor 1950
	Loviest Night of the Year	Victor 1951
Lawrence, Steve	Go Away Little Girl	Columbia 1963

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London Symphony ..... Ev 6111/3111

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for Four Hands ..... Ev 6112/3112

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MILLION-SELLERS

A LIST OF MOST OF THE RECORDS WHICH HAVE TOPPED THE MILLION MARK

(Continued from page 124)

Lee, Brenda	I'm Sorry/That's All You Gotta Do	Decca 1960
Lee, Peggy	Manana	Capitol 1948
Lewis, Jerry	Rock-A-Bye Your Baby With A Dixie Melody	Decca 1956
Lewis, Jerry Lee	Great Balls Of Fire	Sun 1957
	Whole Lot of Shakin' Going On	Sun 1958
Lombardo, Guy	Third Man Theme	Decca 1944
	Humoresque	Decca 1946
	Easter Parade	Decca 1947
with Andrews Sisters	Christmas Island	Decca 1946
London, Julie	Cry Me A River	Liberty 1955
London, Laurie	He's Got The Whole World	Capitol 1958
Long, Johnny	Shanty Town	Decca 1940
Lowe, Jim	Green Door	Dot 1957
Luke, Robin	Susie Darlin'	Dot 1958
Lund, Art	Mam'selle	MGM 1947
Lynn, Vera	Auf Weidersehn	London 1955
Maddox, Johnny	Crazy Otto	Dot
Mangano, Sylvana	Anna	MGM 1953
Marterie, Ralph	Caravan	Mercury 1952
	Pretend	Mercury 1953
Martin, Dean	That's Amore	Capitol 1953
	Memories Are Made Of This	Capitol 1955
Martin, Freddy	Piano Concerto in B Flat	Victor 1941
	White Christmas	Victor 1942
Martindale, Wink	Deck Of Cards	Dot 1960
Marvelettes	Please Mr. Postman	Tamla 1960
Mathis, Johnny	Chances Are	Columbia 1957
	It's Not For Me To Say	Columbia 1957
McGuire, Sisters	Sincerely	Coral 1955
	Sugartime	Coral 1958
McPhatter, Clyde	A Lover's Question	Atlantic 1958
Miller, Glenn	American Patrol	Victor 1939
	In The Mood	Victor 1939
	Little Brown Jug	Victor 1939
	Sunrise Serenade	Victor 1939
	Pennsylvania 6-5000	Victor 1940
	Tuxedo Junction	Victor 1940
	Chattanooga Choo Choo	Victor 1941
	Kalamazoo	Victor 1942
Miller, Mitch	Yellow Rose Of Texas	Columbia 1955
Mills Brothers	You Always Hurt The One You Love	Decca 1944
	Paper Doll	Decca 1948
	The Glow-Worm	Decca 1952
Mitchell, Guy	My Heart Cries For You	Columbia 1950
	Singing The Blues	Columbia 1957
Modugno, Domenico	Nel Blu Dipinto Di Blu (Volare)	Decca 1958
Monroe, Vaughn	Racing With the Moon	Victor 1941
	There I've Said It Again	Victor 1945
	Ballerina	Victor 1947
	Riders In The Sky	Victor 1949
Monte, Lou	Pepino	Reprise 1963
Mooney, Art	Four Leaf Clover	MGM 1948
Morgan, Russ	Cruising Down The River	Decca 1949
Morse, Ella Mae	Blacksmith Blues	Capitol 1952
McCoy, Clyde	Sugar Blues	Decca 1946
Nelson, Ricky	Teenager's Romance	Verve 1957
	Stood Up	Imperial 1957
	Be Bop Baby	Imperial 1958
	Poor Little Fool/Lonesome Town	Imperial 1958
	Believe What I Say	Imperial 1958
	It's Late/Never Be Anyone Else But You	Imperial 1959
	Travelin' Man/Hello Mary Lou	Imperial 1961
Orbison, Roy	Only The Lonely	Monument 1960
Page, Patti	Tennessee Waltz	Mercury 1950
	Mockingbird Hill	Mercury 1950
	I Went To Your Wedding	Mercury 1952
	Doggie in the Window	Mercury 1952
	Changing Partners	Mercury 1953
	Cross Over the Bridge	Mercury 1954
	Allegheny Moon	Mercury 1956
Patience & Prudence	Tonight You Belong To Me	Liberty 1956
Paul & Paula	Hey Paula	Philips 1960
Paul, Les & Mary Ford	How High The Moon	Capitol 1947
	Mockin' Bird Hill	Capitol 1949
	The World Is Waiting For the Sunrise	Capitol 1949
	Vaya Con Dios	Capitol 1953
Penguins	Earth Angel	Dooto 1957
Phillips, Phil	Sea Of Love	Mercury 1959
Pickett, Bobby	Monster Mash	Garpax 1962
Platters	Only You	Mercury 1955
	The Great Pretender	Mercury 1955
	My Prayer	Mercury 1956
	Twilight Time	Mercury 1958
	Smoke Gets In Your Eyes	Mercury 1959
Playmates	Beep Beep	Roulette 1958
Prado, Perez	Cherry Pink And Apple Blossom White	Victor 1955
	Patricia	Victor 1958

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MILLION-SELLERS

A LIST OF MOST OF THE RECORDS WHICH HAVE TOPPED THE MILLION MARK

(Continued from page 126)

Presley, Elvis	Heartbreak Hotel	Victor 1956
	I Want You, I Need You, I Love You	Victor 1956
	Love Me Tender	Victor 1956
	All Shook Up	Victor 1957
	Don't Be Cruel/Hound Dog	Victor 1957
	Too Much	Victor 1957
	Teddy Bear/Loving You	Victor 1957
	Jailhouse Rock	Victor 1957
	Wear My Ring Around Your Neck	Victor 1958
	Don't	Victor 1958
	I Got Stung	Victor 1958
	Hard Headed Woman	Victor 1958
	A Fool Such As I	Victor 1959
	Stuck On You	Victor 1959
	It's Now Or Never	Victor 1960
	Are You Lonesome Tonight	Victor 1960
	Surrender	Victor 1961
	Can't Help Falling In Love	Victor 1961
	Little Sister/His Latest Flame	Victor 1961
	Good Luck Charm	Victor 1962
	Return To Sender	Victor 1962
Preston, Johnny	Running Bear	Mercury 1960
Price, Lloyd	Stagger Lee	ABC Par 1959
	Personality	ABC Par 1959
Ray, Johnnie	Cry	Columbia 1951
Rays	Silhouettes	Cameo 1958
Reeves, Jim	He'll Have To Go	Victor 1960
Reynolds, Debbie	Tammy	Coral 1957
Riddle, Nelson	Lisbon Antigua	Capitol 1955
Rodgers, Jimmie	Honeycomb	Roulette 1957
	Kisses Sweeter Than Wine	Roulette 1958
	Secretly	Roulette 1958
	Oh-Oh I'm Falling In Love Again	Roulette 1958
Rooftop Singers	Walk Right In	Vanguard 1963
Rose, David	The Stripper	MGM 1962
Rydell, Bobby	Wild One/Little Bitty Girl	Cameo 1959
Sakomoto, Kyu	Sukiyaki	Capitol 1963
Sands, Tommy	Teen Age Crush	Capitol 1957
Santo & Johnny	Sleepwalk	Can-Am 1959
Scott, Jack	My True Love/Leroy	Carlton 1958
	What In The World's Come Over You	Top Rank 1960
Seville, David	Witch Doctor	Liberty 1958
	Chipmunk Song	Liberty 1958
	Alvin's Harmonica	Liberty 1959
Shannon, Del	Runaway	Bigtop 1961
Sharp, Dee Dee	Mashed Potato Time	Cameo 1962
Shaw, Artie	Begin The Beguine	Victor 1938
	Star Dust	Victor 1940
	Summit Ridge Drive	Victor 1940
Shirelles	Soldier Boy	Scepter 1962
Shore, Dinah	Buttons And Bows	Columbia 1948
Silhouettes	Get A Job	Ember 1958
Sinatra, Frank	Young At Heart	Capitol 1954
Smith, Kate	Rose O'Day	Columbia 1941
Stafford, Jo	Temptation	Capitol 1948
	Make Love To Me	Columbia 1954
Standley, Johnny	It's In The Book	Capitol
Starr, Kay	Wheel Of Fortune	Capitol 1952
	Rock And Roll Waltz	RCA Victor 1955
Stevens, Dodie	Pink Shoelaces	Crystalette 1958
Stoloff, Morris	Moonglow & Picnic Theme	Decca 1956
Storm, Gale	I Hear You Knockin'	Dot
	To Know Him Is To Love Him	Dore 1958
Todd, Art & Dotty	Chanson D'Amour	Era 1957
Tokens	The Lion Sleeps Tonight	Victor 1961
Tucker, Orrin	Oh, Johnny	Columbia 1939
Twitty, Conway	It's Only Make Believe	MGM 1958
	Lonely Blue Boy	MGM 1960
Valens, Ritchie	Donna	Del-Fi 1958
Vaughn, Billy	Melody Of Love	Dot 1956
	Sail Along Silv'ry Moon	Dot 1957
Vaughan, Sarah	Broken Hearted Melody	Mercury 1959
Vee, Bobby	Take Good Care Of My Baby	Liberty 1961
Vinton, Bobby	Roses Are Red	Epic 1962
Wallace, Jerry	Primrose Lane	Challenge 1960
Ward, Billy	Stardust	Liberty 1957
Waring, Fred	'Twas The Night Before Christmas	Decca 1942
Washington, Dinah & Benton, Brook	Baby (You Got What It Takes)	Mercury 1960
Weavers, The	On Top Of Old Smoky	Decca 1951
Weber, Joan	Let Me Go Lover	Columbia 1954
Weems, Ted	Heartaches	Decca 1950
Welk, Lawrence	Calcutta	Dot 1961
Whiteman, Paul	Whispering	Victor 1920
	Three O'Clock In The Morning	Victor 1922
Whitfield, David	Cara Mia	London 1956
Whiting, Maggie with Jimmy Wakely	The Tree In The Meadow	Capitol 1948
	Slipping Around	Capitol 1949
Whitman, Slim	Indian Love Call	Imperial 1951
	Secret Love	Imperial 1953
	Rose Marie	Imperial 1954
Williams, Billy	I'm Gonna Sit Right Down	Coral 1957
Williams, Roger	Autumn Leaves	Kapp 1955
Williams, Tex	Smoke, Smoke, Smoke	Capitol
Willis, Chuck	What Am I Living For	Atlantic 1958
Wilson, Jackie	Night/Doggin' Around	Brunswick 1960
Winterhalter, Hugo	Canadian Sunset	Victor 1956
Wooley, Sheb	Purple People Eater	MGM 1958

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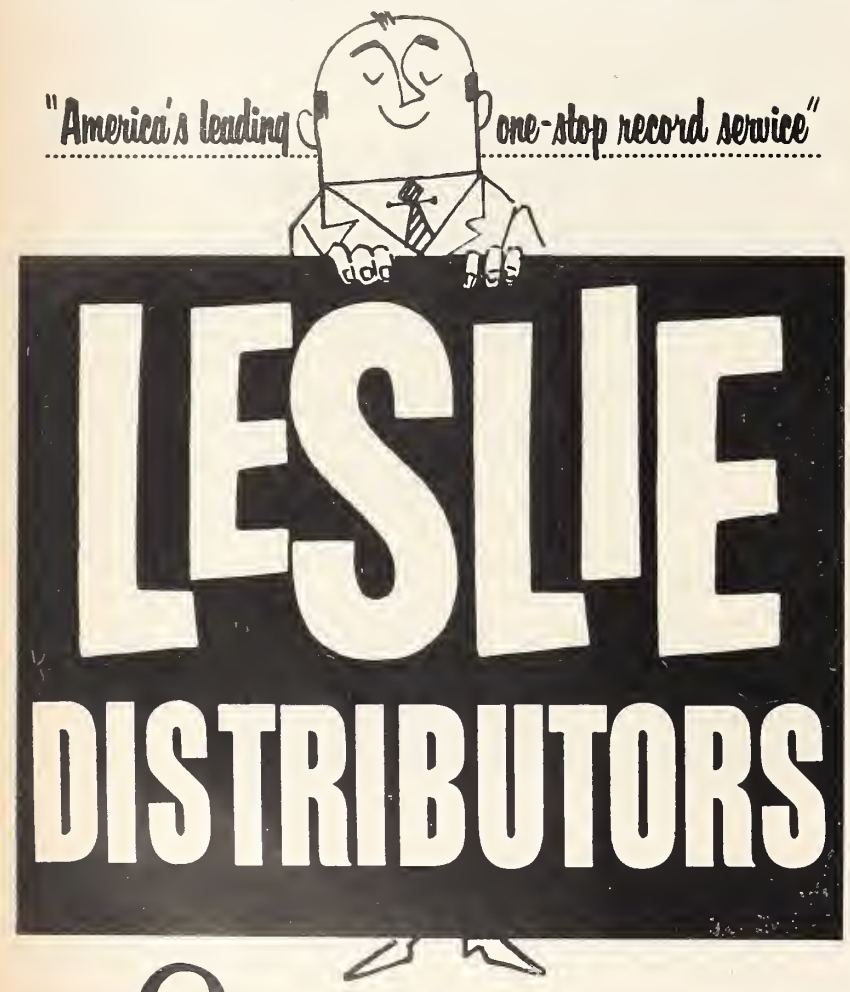

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"SOLITUDE" 4:05
Words: Eddie De Lange, Irving Mills
Music: Duke Ellington
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"YOU BROUGHT A NEW KIND OF LOVE TO ME" 1:55
Composers: Sammy Fain, I. Kahal, P. Norman
Publisher: Famous Music Corp., ASCAP

"YOU'LL NEVER GET AWAY" 3:33
Words & Music: Joan Whitney, Alex Kramer, Hy Zaret
Publisher: Bovine, ASCAP

"IT'S ONLY A PAPER MOON" 3:05
Words: Billy Rose, E. Y. Harburg
Music: Harold Arlen
Publisher: Harms Inc., ASCAP

"GREENBACK DOLLAR" 4:16
Composer: B. Gray, P. Central
Music: B.M.I.

side two

"I LOVE PARIS" 3:12
Music & Lyrics: Cole Porter
Publisher: Buxton-Hill, ASCAP

"IMAGINATION" 3:27
Music: Jimmy Van Heusen
Lyrics: Johnny Burke
Publisher: ABC, ASCAP

"HELLO LOVER" 2:28
Horace Ott, sole writer
Publisher: Roosevelt Music

"YOU'RE NOBODY 'TIL SOMEBODY LOVES YOU" 3:03
Words & Music: Russ Morgan, Larry Stock, James Cavanaugh
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"LAS VEGAS WOMAN" 3:25
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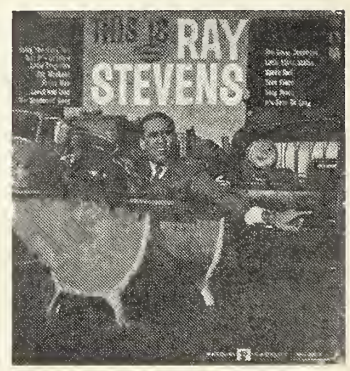

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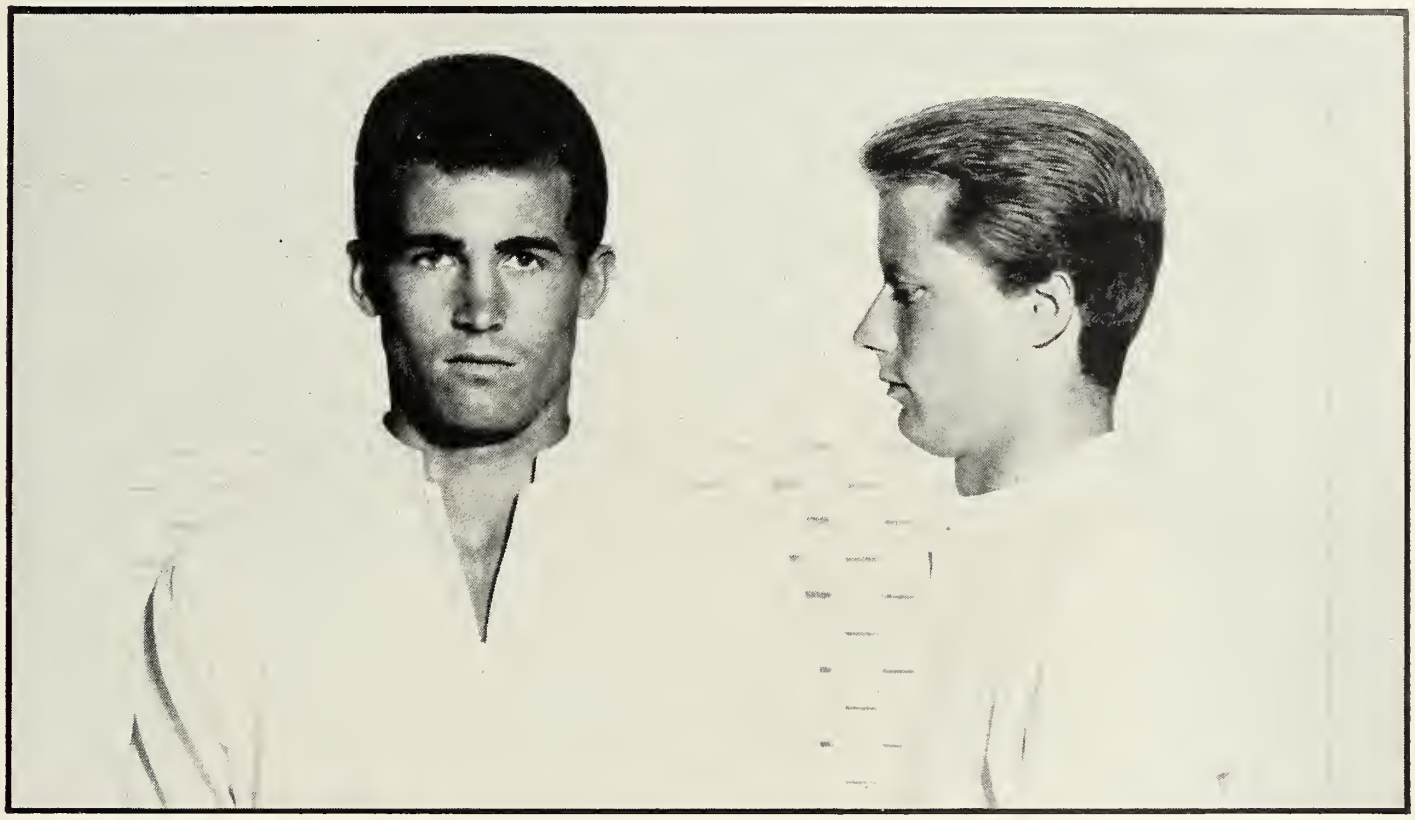

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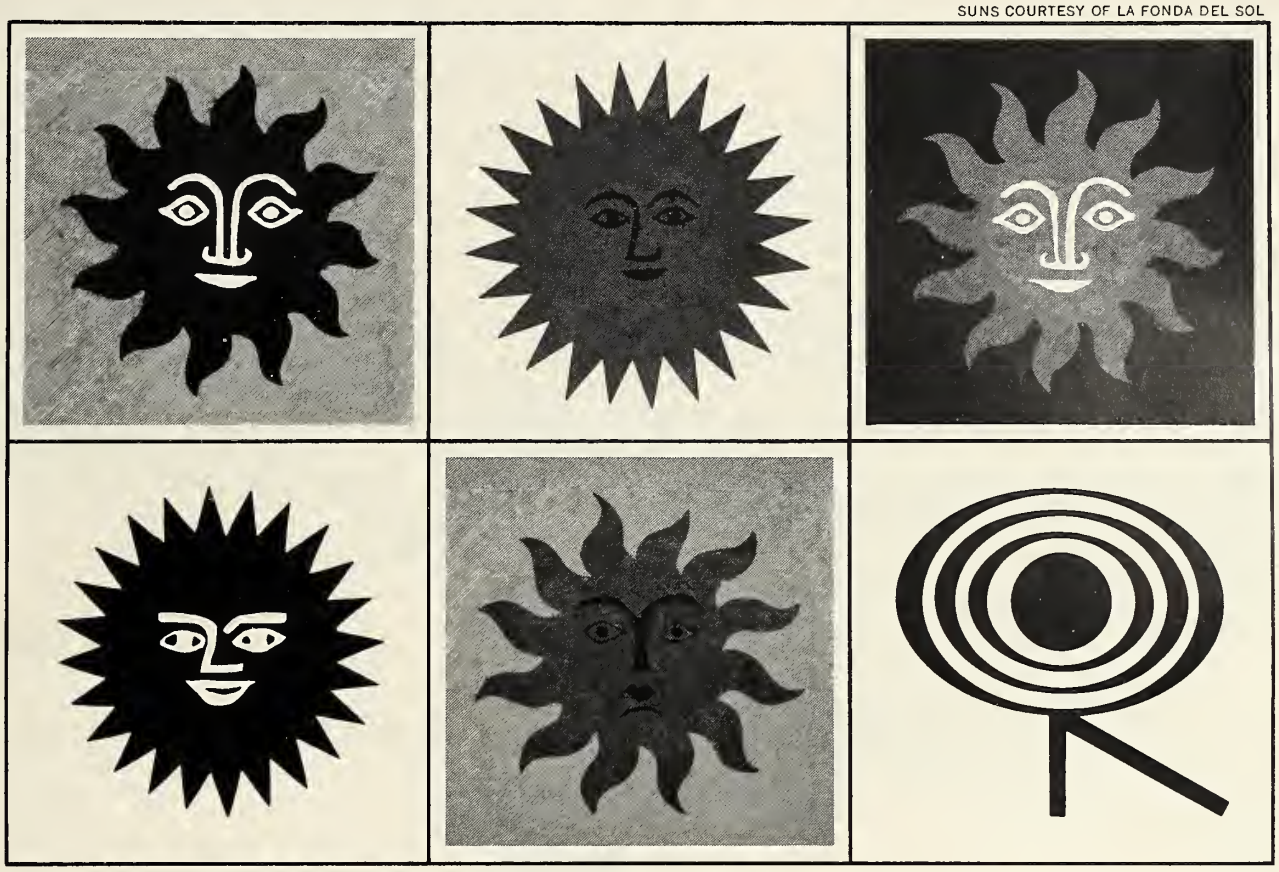

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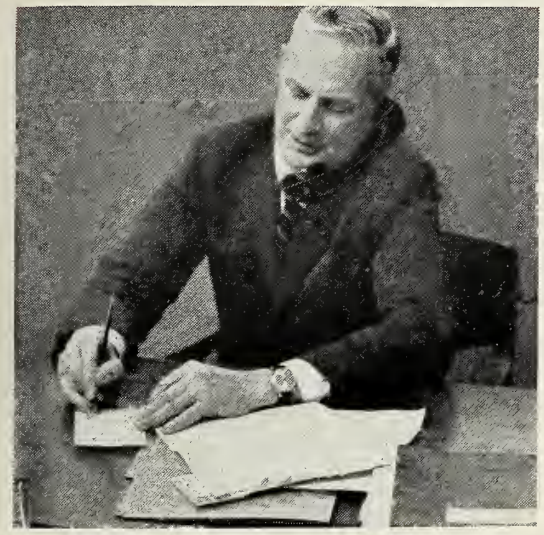

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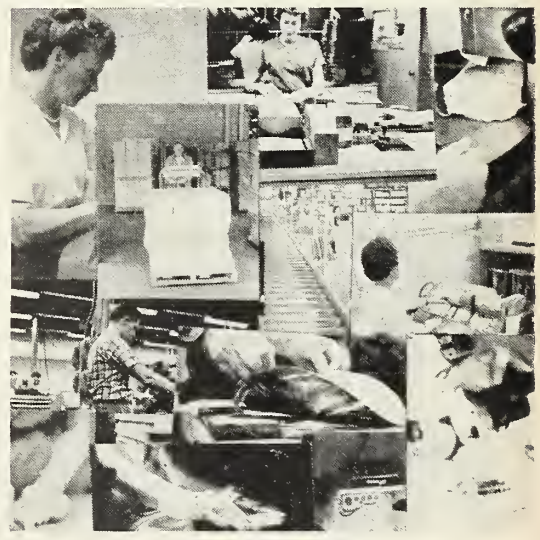

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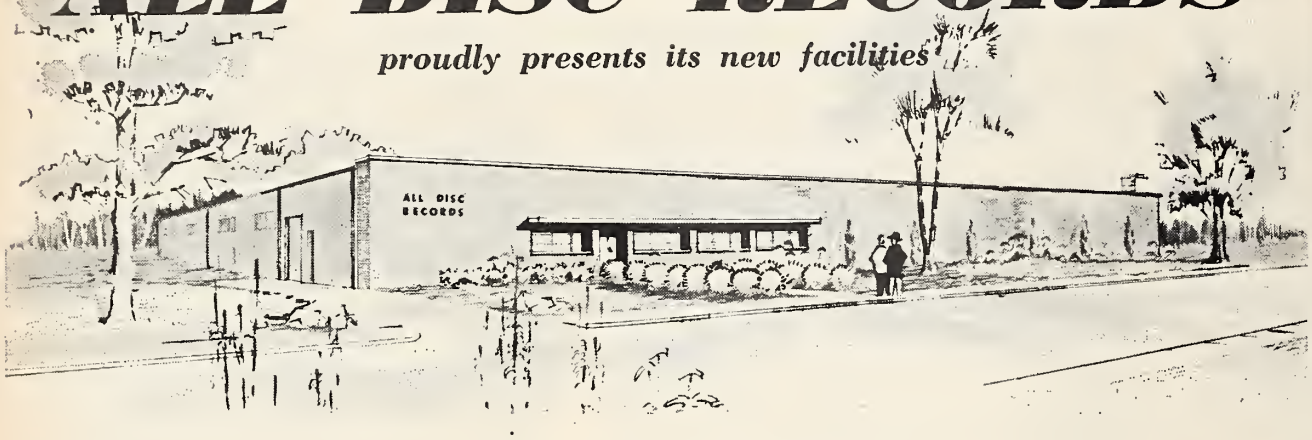

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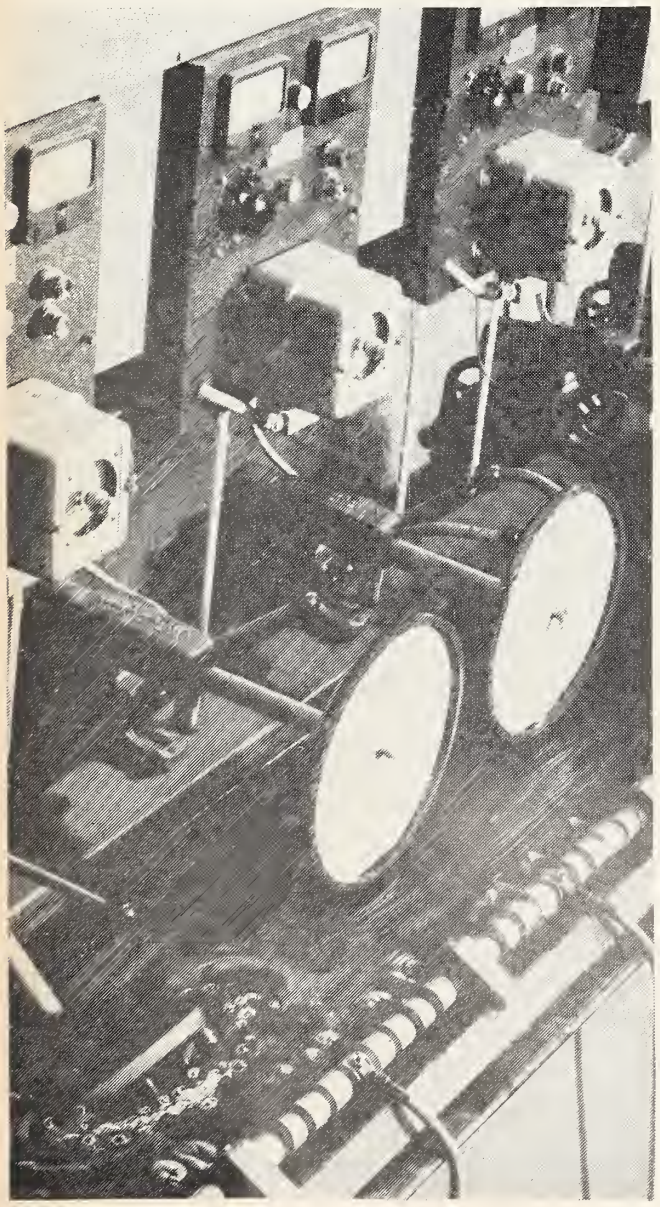

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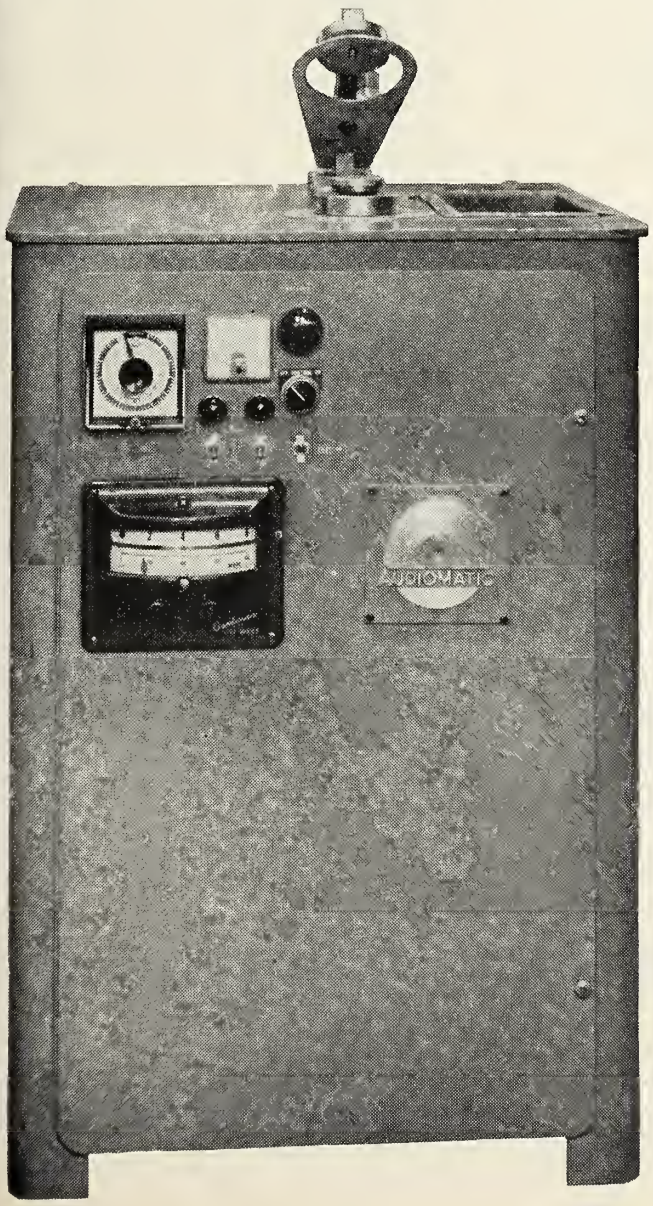

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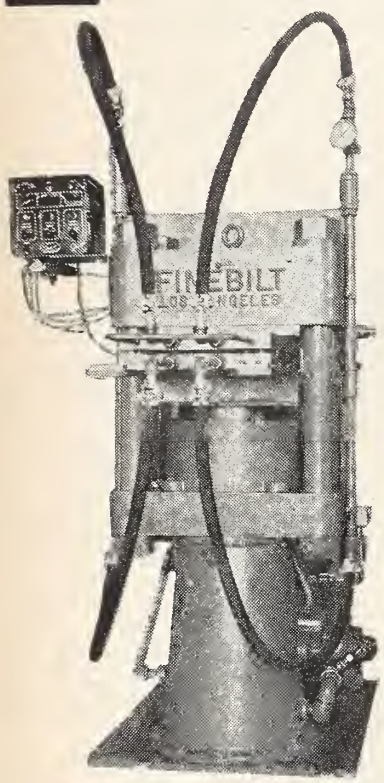

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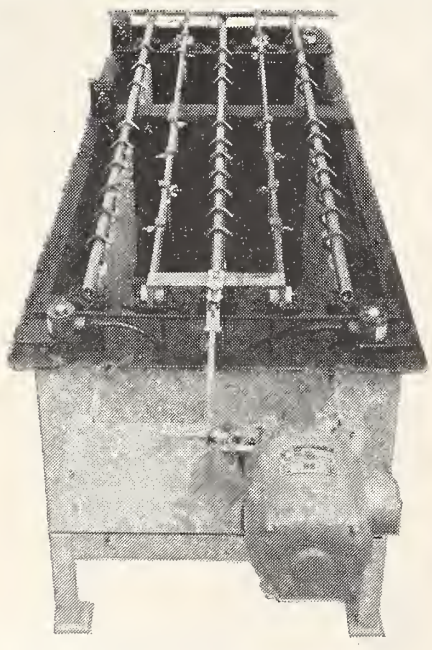

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3. LONESOME 7-7203 – HAWKSHAW HAWKINS – KING – CEDARWOOD BMI

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2. GENTLEMAN JIM–JIM REEVES– (RCA VICTOR)
3. GEORGE JONES SINGS HITS OF COUNTRY COUSINS–GEORGE JONES (UNITED ARTISTS)

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2. KITTY WELLS – (DECCA)
3. SKEETER DAVIS – (RCA VICTOR)

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2. FLOYD CRAMER – (RCA VICTOR)
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3. EARL SCOTT – (MERCURY)

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2. WILBURN BROTHERS – (DECCA)
3. LOUVIN BROTHERS – (CAPITOL)

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Wolverton Mountain—Claude King
T For Texas—Grandpa Jones
Mama Sang A Song—Bill Anderson
Is This Me—Jim Reeves
Devil Woman—Marty Robbins
Ballad Of Jed Clampett—Flatt & Scruggs
Second Hand Rose—Roy Drusky
We Missed You—Kitty Wells
Charlie's Shoes—Billy Walker
A Wound Time Can't Erase—Stonewall Jackson
Success—Loretta Lynn
Bayou Talk—Jimmy Newman
Somebody Loves You—Skeeter Davis
Alabam—Cowboy Copas
Willingly—Shirley Collie & Willie Nelson
Walk Me To The Door—Ray Price
Ruby Ann—Marty Robbins
The Volunteer—Autry Inman
Adios Amigo—Jim Reeves
Don't Call Me From A Honky Tonk—Johnny & Jonie Mosby
Everybody But Me—Ernest Ashworth
The Comeback—Faron Young
That's My Pa—Sheb Wooley
I've Been Everywhere—Hank Snow
Will Your Lawyer Talk To God—Kitty Wells
Act Naturally—Buck Owens
Not What I Had In Mind—George Jones
Sawmill—Webb Pierce
From A Jack To A King—Ned Miller
Can't Hang Up The Phone—Stonewall Jackson
I Take A Chance—Ernest Ashworth
The Yellow Bandana—Faron Young
Cold And Lonely—Kitty Wells
I Saw Me—George Jones
A Violet And A Rose—Little Jimmy Dickens
Lonely Teardrops—Rose Maddox
Leavin' Your Mind—Patsy Cline
Missing Angel—Jim Reeves
Roll Muddy River—Wilburn Bros.
Yesterday's Memories—Eddy Arnold
Please Talk To My Heart—Country Johnny Mathis
You Took Her Off My Hands—Ray Price

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You're For Me—Buck Owens
Ray Price's Greatest Hits—Ray Price
Hank Snow Souvenirs—Hank Snow
Hard Travelin'—Flatt & Scruggs
Porter Wagoner Show—Porter Wagoner
Faded Love—Buck Owens
Wonderful Wanda—Wanda Jackson
George Jones Greatest Hits—George Jones
Country Songs I Like—Eddy Arnold
Girls, Guitars And Gibson—Don Gibson
It's My Way—Roy Drusky
Hank Williams Greatest Hits—Hank Williams
Country Heart Songs—Bill Anderson
The Country Music Hall Of Fame—Various Artists
Blood, Sweat And Tears—Johnny Cash
Don't Let Me Cross Over—Carl Butler
Marty After Midnight—Marty Robbins
Meet Claude King—Claude King
I Saw The Light—Hank Williams
Rose Maddox Sings Bluegrass—Rose Maddox
San Antonio Rose—Ray Price
Red Foley Show—Red Foley

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JIM REEVES
RAY PRICE
Buck Owens
Webb Pierce
Carl Butler
Johnny Cash
Faron Young
Bill Anderson
Claude King
George Hamilton IV
Marty Robbins
Don Gibson
Hank Snow
Carl Smith
Stonewall Jackson
Ferlin Husky
Porter Wagoner
Roy Drusky
Eddy Arnold
Cowboy Copas
Claude Gray
Lefty Frizzell
Billy Walker
Sheb Wooley
Jimmy Dean
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Hank Locklin
Ernest Tubb
Jimmy Newman
Red Foley
Autry Inman
Willie Nelson
Leroy Van Dyke
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Burl Ives
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James O'Gwynn
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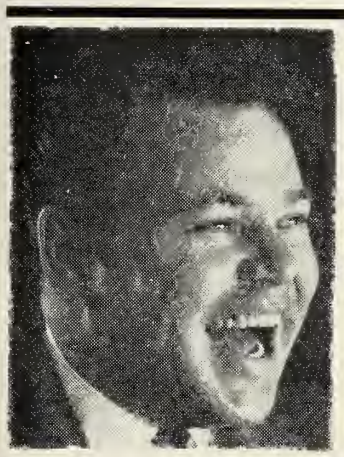

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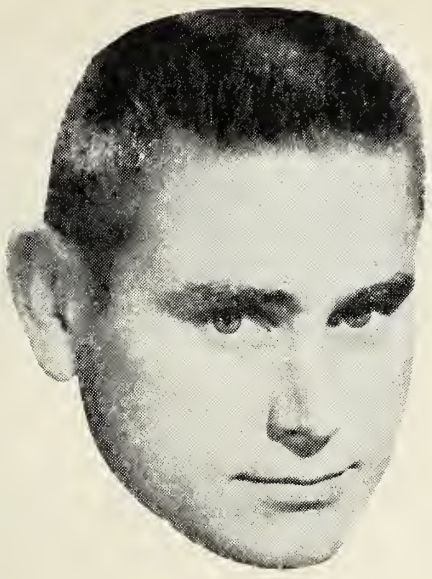
		Pos. Last Week
1	RING OF FIRE *Johnny Cash (Columbia 42788)*	1
2	ABILENE *George Hamilton IV (RCA Victor 8181)*	3
3	TALK BACK TREMBLING LIPS *Ernest Ashworth (Hickory 1214)*	2
4	DETROIT CITY *Bobby Bare (RCA Victor 8183)*	5
5	GUILTY *Jim Reeves (RCA Victor 8193)*	8
6	SANDS OF GOLD *Webb Pierce (Decca 31488)*	4
7	TIPS OF MY FINGERS *Roy Clark (Capitol 4956)*	9
8	THE MINUTE YOU'RE GONE *Sonny James (Capitol 4969)*	13
9	LOVING ARMS *Carl & Pearl Butler (Columbia 42778)*	15
10	ACT NATURALLY *Buck Owens (Capitol 4937)*	7
11	LOOSE LIPS *Earl Scott (Mercury 72110)*	14
12	DOWN TO THE RIVER *Rose Maddox (Capitol 4975)*	6
13	HAPPY TO BE UNHAPPY *Gary Buck (Petal 1011)*	21
14	LOCK STOCK AND TEARDROPS *Roger Miller (RCA Victor 8175)*	11
15	MY BABY'S NOT THERE *Porter Wagoner (RCA Victor 8178)*	17
16	IN THE SHADOWS OF THE WINE *Porter Wagoner (RCA Victor 8178)*	10
17	SIX DAYS ON THE ROAD *Dave Dudley (Golden Wing 3020)*	12
18	IN THE BACK ROOM TONIGHT *Carl Smith (Columbia 42768)*	25
19	WE MUST HAVE BEEN OUT OF OUR MINDS *George Janes & Melba Montgomery (United Artists 575)*	16
20	WE'RE THE TALK OF THE TOWN *Buck Owens & Rose Maddox (Capitol 4992)*	28
21	CRAZY ARMS *Marion Worth (Columbia 42703)*	18
22	THE OTHER WOMAN *Loretta Lynn (Decca 31471)*	31
23	AS CLOSE AS I'LL EVER BE *Ferlin Husky (Capitol 4977)*	19
24	YOU COMB HER HAIR *George Jones (United Artists 578)*	32
25	A HEARTACHE FOR A KEEPSAKE *Kitty Wells (Decca 31561)*	23
26	A MILLION YEARS OR SO *Eddy Arnold (RCA Victor 8207)*	36
27	SWEET DREAMS *Patsy Cline (Decca 31483)*	20
28	ANYTHING NEW GETS OLD *Don Gibson (RCA Victor 8192)*	35
29	WE HAVEN'T A MOMENT *Wanda Jackson (Capitol 4973)*	24
30	I GAVE MY WEDDING DRESS AWAY *Kitty Wells (Decca 31501)*	37
31	LONESOME 7-7203 *Hawkshaw Hawkins (King 5712)*	26
32	LITTLE OLE' YOU *Jim Reeves (RCA Victor 8193)*	39
33	OLD SHOWBOAT *Stonewall Jackson (Columbia 42765)*	27
34	AIN'T IT FUNNY WHAT A FOOL WILL DO *George Jones (United Artists 578)*	22
35	MAKE THIS WORLD GO AWAY *Ray Price (Columbia 42827)*	42
36	I'M SAVING MY LOVE *Skeeter Davis (RCA Victor 8176)*	33
37	YOU CAN'T TAKE THE COUNTRY OUT OF THE BOY *Bob Luman (Hickory 1219)*	46
38	YOUR MOTHER'S PRAYER *Buddy Cagle (Capitol 4923)*	29
39	WHAT'S BAD FOR YOU IS GOOD FOR ME *Melba Montgomery (United Artists 576)*	44
40	FRAULEIN *Bobby Helms (Columbia 42801)*	30
41	STILL #2 *Ben Colder (MGM 18157)*	45
42	8 X 10 *Bill Anderson (Decca 31522)*	—
43	ROLL MUDDY RIVER *Wilburn Bros. (Decca 31464)*	34
44	TWELFTH ROSE *The Browns (RCA Victor 8198)*	47
45	SCARLET O'HARA *Claude King (Columbia 42833)*	—
46	MY FATHER'S VOICE *Judy Lynn (United Artists 571)*	41
47	THIS IS ALL I ASK *Burl Ives (Decca 31501)*	50
48	SOMEBODY LEFT THE GATES OF HEAVEN OPEN *Ott Stepens (Reprise 20196)*	—
49	I GOTTA GET DRUNK (AND SHORE DO DREAD IT) *Joe Carson (Liberty 55578)*	—
50	NIGHTMARE *Faran Young (Mercury 72114)*	43



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GEORGE JONES

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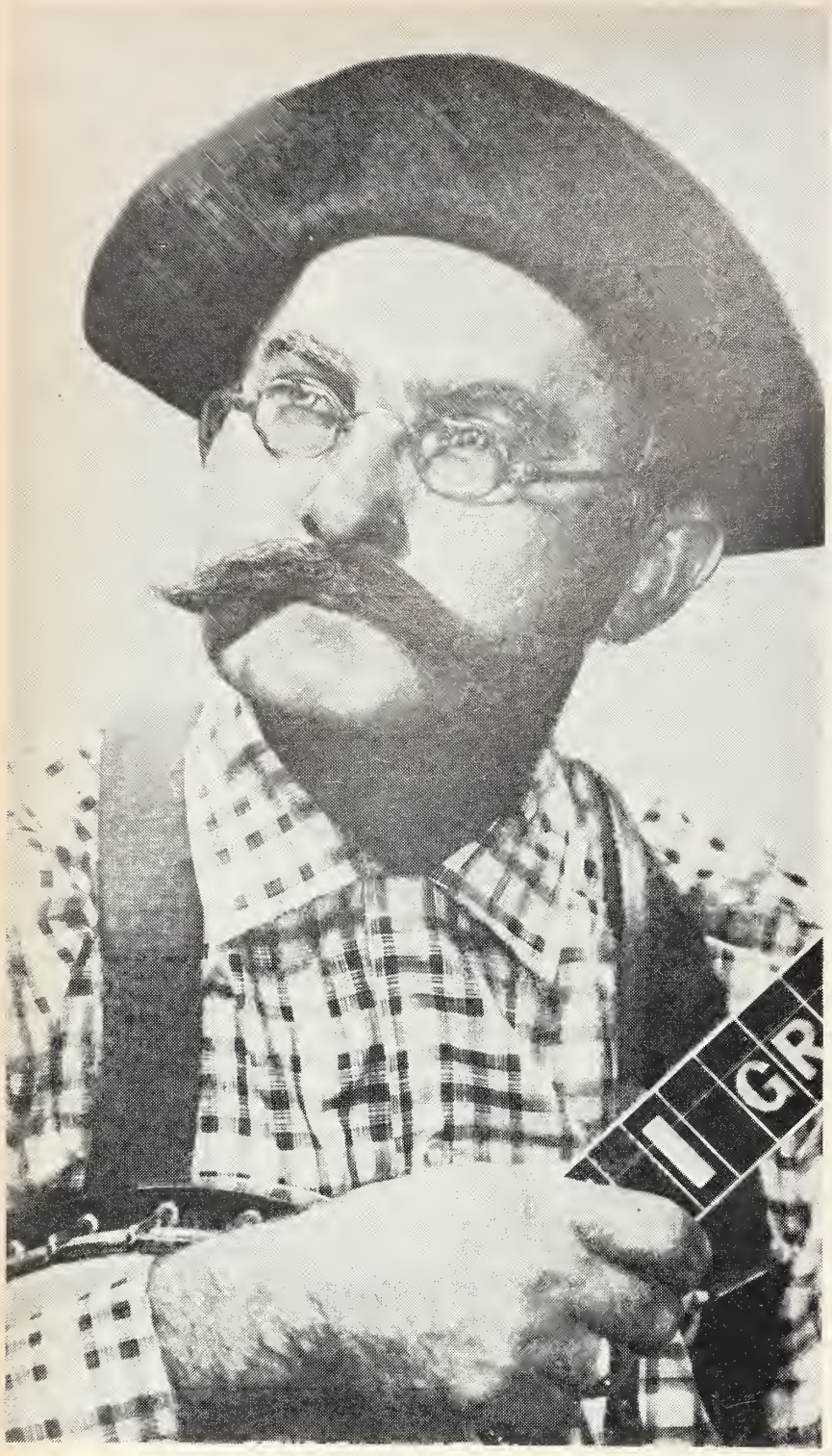

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B+ very good C+ fair
B good C mediocre

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"AINT GOT TIME FOR NOTHIN'" (2:05) [Acuff-Rose BMI Howard]

"THE WRONG SIDE OF TOWN" (2:14) [Acuff-Rose BMI-Helms, Price]

BOB GALLION (Hickory 1220)

Bob Gallion, who scored last time out with "Two Of Out Three," should quickly duplicate that success with this potent follow-up stanza tagged "Ain't Got Time For Nothin'." The tune is a rousing dual-track affair in which the songster explains how extremely busy he is. Eye it. The coupler, "The Wrong Side Of Town," is medium-paced, shuffle-beat lament with an interesting honky tonk beat.

"JAMES RIVER" (2:00) [Al Gallico BMI-Kilgore]

"DON'T LET HER SEE ME CRY" (2:09) [Heart Line BMI-Frizzell]

LEFTY FRIZZELL (Columbia 42839)

The vet Columbia hitmaker seems destined to pull plenty of loot with either side or both of this new double-header entry. One side here, "James River," is a tender, chorus-backed, shuffle-beat ditty all about his favorite place in the world. Side has a good pop chance. The other end, "Don't Let Her See Me Cry," is slow-moving, easy-going traditional country tear-jerker with a warm, south-of-the-border flavor.

"GOOD MORNING SELF" (2:17) [Pamper BMI—Key]

"YOU MAKE IT EASY (TO BE TRUE)" (2:39) [New Keys BMI—Key]

DAVID PRICE (Gaylord 1478)

If this ultra-commercial Gaylord release is any indication of his talents, David Price has a promising future indeed. The chanter's rich lyrical voice and easy-going Jim Reeves type delivery is aptly showcased on "Good Morning Self," a medium-paced, shuffle-beat romancer with an infectious honky tonk melody. The coupler, "You Make It Easy," is a traditional country lament which also merits a close look.

KATHY DEE (United Artists 627)

(B+) "UNKIND WORDS" (2:25) [Glad & Wel BMI—Walker, Sippola] Kathy Dee is a new country lark on the scene but she renders this shuffle-beat, chorus-backed pop-flavored lament with assurance of a long-successful pro. Deejays should come out in droves for the side.

(B+) "ONLY AS FAR AS THE DOOR" (2:12) [Glad & Wel BMI—Dee] Superior, melodic tear-jerker with an interesting soulful sound.

TEX RITTER (Capitol 5004)

(B+) "THE WILL" (2:37) [Dartmouth ASCAP—Sigman, Perrin, Bondy] The vet country artist could create plenty of excitement with medium-paced, shuffle-beat, chorus-backed affair all about the real meaningful pleasures of nature. Side's a natural for heavy airplay.

(B) "THE GODS WERE ANGRY WITH ME" (3:00) [Century BMI—Foreman] On this end Ritter offers a moving, emotion-packed recitation item.

JIM KANDY (Kash 1008)

(B+) "LOOKING THROUGH A TEARDROP" (2:20) [Euclid-Tom Cat BMI—Hardin] Newcomer Jim Kandy could create a national stir on the basis of this fine, slow-moving tradition-oriented, bluegrass-styled weeper. Side boasts some real pretty lyrics and a spinnable melody.

(B) "THE ONLY GIRL FOR ME" (2:24) [Window BMI—Kandy] Medium-paced, shuffle-beat dual-track lament sold with verve and polish by Kandy.

HYLO BROWN (Starday 638)

(B+) "TAKE A LOOK AT THAT RAIN" (2:34) [Starday BMI—Payne] The vet country instrumentalist (he plays 5-string banjo) and chanter is in top-drawer form on this rousing, chorus-backed folkish ditty with a warm happy-go-lucky bluegrass-flavored beat. Loads of potential here.

(B+) "TINY DOLL" (2:08) [Starday BMI—Clark] On this lid Brown dishes-up an appealing affair about a doll that reminds him of his son.

BOB NEWMAN (King 5789)

(B+) "HAULIN' FREIGHT" (2:16) [Lois BMI—Glover, Long] Bob Newman pulls all stops out on this raunchy, pulsating, high-powered affair with some potent bluesy chord changes. Could break quickly.

(B) "A LONESOME TRUCK DRIVER'S BLUES" (2:25) [Tannen BMI—Roberts] Quick-paced country-blueser in which the songster gets an opportunity to demonstrate his fine yodelin' abilities.

BOBBY BARNETT (Sims 135)

(B+) "I FALL IN LOVE WITH EVERY PRETTY GIRL I SEE" (2:14) [Tishamingo BMI—Lewis] Bobby Barnett has a good chance of having a fast hit on his hands with this top-notch rockin' hard-driving pop-styled item about an amorous type of guy. Eye it.

(B) "SHE LOOKS GOOD TO THE CROWD" (2:42) [English BMI—Poovey] Slow-paced, sentimental bluegrass traditional essayed with poise and artistry by Barnett.

Cash Box COUNTRY REVIEWS

B+ very good C+ fair
B good C mediocre

BILLY GRAY & WESTERN OKIES (Liberty 55599)

(B+) "I LEFT MY HEART IN SAN FRANCISCO" (2:29) [General ASCAP—Cory, Cross] Billy Gray and the Western Okies should delight plenty of spinners and fans alike with this top-flight bluegrass reading of the recent Tony Bennett chart-rider.

(B+) "I'LL NEVER LIVE LONG ENOUGH" (2:13) [Seven BMI—] On this side the crew renders a fine traditional country ballad with a interesting listenable shufflin' beat.

JUNE STEARNS (Starday 639)

(B+) "THREE SIDES TO THE STORY" (2:35) [Starday BMI—Bishop, Jackson] Gene Martin teams up with June Stearns on this catchy, medium-paced, bluegrass-styled affair about a couple who are preparing to get a divorce. Deck could break quickly.

(B+) "JUST ANOTHER SONG" (2:35) [Starday BMI—Kilgore] On this end the lark turns in an impressive performance on this tender, slow-moving lament with some impressive harmonica sounds.

PAUL O. CARRUTH (Tempwood V 1042)

(B+) "GRASS GROWS ON MAIN STREET" (2:50) [Ott BMI—Robertson] Paul Carruth tells how sad it is to walk on the same streets alone that he used to walk with his chick on this medium-paced country tear-jerker. A nice showing.

(B) "FALSE CLAIMS" (2:05) [Ott BMI—Robertson] Quick-paced, high-spirited, chorus-backed happy blueser read with verve and authority by the artist.

ROBIN WARD (Song Unlimited 37)

(B) "LOLLY TOO DUM" (1:46) [Elbury BMI—Wayne] Newcomer Robin Ward should attract plenty of notice with this lively, chorus-backed folk-flavored happy hoedown ditty with some effective Jew's harp sounds throughout. A natural for airplay.

(B) "LOSER'S LULLABY" (2:44) [Edward B. Marks BMI — Wayne, Moore] On this side the songstress dishes-up a tender, chorus-backed tale of remorse.

DON KIRKLAND (Del-Mar 1010)

(B) "I COULD WRITE A SONG" (2:25) [Howl & WelDee BMI —Kirkland] Don Kirkland displays a fine rich, wide-range traditional bluegrass style of singing and a commanding delivery on this tender, medium-paced dual-track twangy romancer.

(B) "WHEN YOU'RE GONE" (2:16) [Howl BMI—Kirkland] More fine country sounds. This one's an effective, hard-driving happy blueser essayed with authority by the chanter.

BUD & BUD (Allstar 7292)

(C+) "CRYING LEAVES" (2:12) [Glad BMI—Hooper] The duo are in fine form on this chorus-backed, shuffle-beat sentimental waltzer. Deck might get some airplay exposure.

(C+) "NO LETTER TODAY" (2:25) [Peer BMI—Brown] Soulful chorus-backed tale of loneliness rendered with poise by the guys.

CHASE WEBSTER (Dot 16466)

(B+) "THE TOWN SLEEPS THROUGH IT" (2:35) [Victor BMI—Miller] Chase Webster has a good chance of making some noise with this top-drawer, chorus-backed opus about a town which is rather somnambulistic-oriented. Watch it move.

(B+) "YOUR OLD LOVE LETTERS" (2:40) [Red River BMI—Bond] Slow-moving, tear-jerker about some old letters from the chanter's ex-gal which are painful to have around.

RIC CARTEY (ABC-Paramount 10415)

(B+) "SOMETHING IN MY EYE" (2:15) [Low-Twi BMI—South] Ric Cartey could grab some quick spins with this top-drawer, shuffle-beat romancer with some real pretty lyrics. Side effectively utilizes the dual-track technique and boasts a fine ork-choral backing.

(B) "POOR ME" (2:24) [Lowery BMI—South] On this end Cartey dishes-up a pleasing, slow-moving tradition-oriented hillbilly blueser.

KENNY ROBERTS (King 5773)

(B+) "TWENTY-FOUR HOURS WITH THE BLUES" (2:35) [Lois BMI—Roberts, Pennington] The songster unleashes his potent, wide-range vocal talent full-blast on this romantic, slow-moving weeper about a guy who lost his gal to somebody else. Deejays should dig it.

(B) "CHOC' LATE ICE CREAM" (1:55) [Spitzer ASCAP — Lashua] This time out Roberts offers a cute twangy novelty with loads of listener appeal.

THE PLAINSMEN (Sims 1078)

(B) "LONELY STREET" (2:47) [4 Star Sales BMI—Sowder, Belew, Stevenson] The group displays a fine understanding of the country idiom on this fine slow-moving rendition of the while-back Andy Williams pop hit. Plenty of potential here.

(B) "I CAN'T GET OVER THE WAY YOU GOT OVER ME" (2:24) [Magic Circle BMI—King] Moving, medium-paced shufflin' ballad essayed with authority and poise by the group.

LANCE ROBERTS (United Southern 5405)

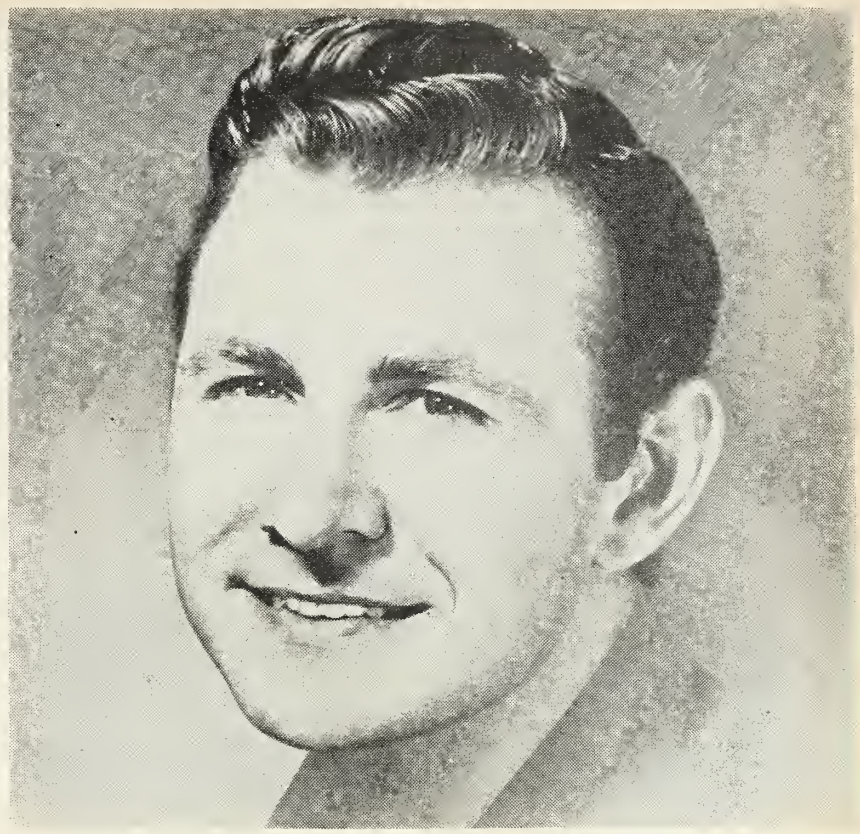
(B) "FUN WHILE IT LASTED" (2:26) [Ouachita BMI—Vickery, Emerson] Lance Roberts unleashes his potent, wide-range vocal talents full-blast on this fine twangy, shuffle-beat, chorus-backed affair with a contagious repeating riff. Good bet for deejays.

(C+) "THE MAN IN THE MOON SHOWED UP" (2:46) [Ouachita BMI—Friend] Soulful slow-paced tale of heartbreak rendered in a sincere style.

WILLIAMS BROS. (Del-Mar 1008)

(C+) "BAD OLD MEMORIES" (2:52) [Howl BMI—Williams, Price] The Williams Bros. wail a moving sentimental tale of heartbreak on this medium-paced, bluegrass-flavored, traditional hillbilly weeper.

(C) "THE LAST MINUTE" (2:17) [Howl BMI—Kirkland] Old-style, slow-moving, bluegrass ballad. OK chanting.



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Cash Box COUNTRY D.J. REGIONAL RECORD REPORTS

BOB LUNINGHAM
KRZE
Farmington, N. Mex.

1. Shoes Of A Fool (Bill Goodwin)
2. Down To The River (Rose Maddox)
3. Loose Lips (Earl Scott)
4. Cheer Up (Jay Roberts)
5. The Only Girl I Can't Forget (Del Reeves)
6. Snow White Cloud (Frank Taylor)
7. In The Back Room Tonight (Carl Smith)
8. We're The Talk Of The Town (Buck Owens & Rose Maddox)
9. One Last Time (Howdy Kempf)
10. I Could Write A Song (Kirkland)

KWAM
Memphis, Tenn.

1. Six Days On The Road (Dave Dudley)
2. Sands Of Gold (Webb Pierce)
3. Ring Of Fire (Johnny Cash)
4. Act Naturally (Buck Owens)
5. We Must Have Been Out Of Our Minds (George Jones & Melba Montgomery)
6. Three Roses (Tommy Jay)
7. Footprints On The Floor (Sonny Williams)
8. You Comb Her Hair (George Jones)
9. No Signs Of Loneliness Here (Marty Robbins)
10. I'm Saving My Love (Skeeter Davis)

CURT DUNN
KSNN
Pocatello, Idaho

1. Six Days On The Road (Dave Dudley)
2. Waggin' Tongues (Bonnie Owens)
3. Sweet Dreams (Patsy Cline)
4. Ring Of Fire (Johnny Cash)
5. My Baby's Not Here Tonight (Porter Wagoner)
6. Don't Call Me From A Honky Tonk (Johnny & Jonie Mosby)
7. Act Naturally (Buck Owens)
8. Sands Of Gold (Webb Pierce)
9. Detroit City (Bobby Bare)
10. One Excuse Is As Good As Another (Roger Miller)

BILL MOORE
WAGS
Bishopville, S.C.

1. Already I'm Falling (Jimmy Newman)
2. You Comb Her Hair (George Jones)
3. Who'll Be Next (Carl & Pearl Butler)
4. Hall Of Shame (Melba Montgomery)
5. Act Naturally (Buck Owens)
6. Building A Bridge (Claude King)
7. Don't Call Me From A Honky Tonk (Johnny & Jonie Mosby)
8. Little Ole You (Jim Reeves)
9. Six Days On The Road (Dave Dudley)
10. Roll Muddy River (Wilburn Bros.)

CHARLES MIZELL
WARI
Abbeville, Ala.

1. Happy To Be Unhappy (Gary Buck)
2. Sukiyaki (Clyde Beavers)
3. Six Days On The Road (Dave Dudley)
4. Act Naturally (Buck Owens)
5. Out Of Our Minds (George Jones & Melba Montgomery)
6. Looking Through A Teardrop (Jim Kandy)
7. The Minute You're Gone (Sonny James)
8. Roll Muddy River (Wilburn Bros.)
9. Gossip Of The Town (Mac Scott)
10. I'll Fall In Love With You (Jimmy Case)

KPEG
Spokane, Wash.

1. Act Naturally (Buck Owens)
2. Detroit City (Bobby Bare)
3. Six Days On The Road (Dave Dudley)
4. Abilene (George Hamilton IV)
5. Saving My Love (Skeeter Davis)
6. More In Love/Not In Running (Hank Thompson)
7. Tips Of My Fingers (Roy Clark)
8. Nobody's Darlin' (Frank Ifield/Webb Pierce)
9. Guilty (Jim Reeves)
10. Suger Coated Baby (Johnny Horton)

TEX DAVIS
WCMS
Norfolk, Va.

1. Ring Of Fire (Johnny Cash)
2. Six Days On The Road (Dave Dudley)
3. Sweet Dreams (Patsy Cline)
4. The Minute You're Gone (Sonny James)
5. We Must Have Been Out Of Our Minds (George Jones & Melba Montgomery)
6. I'm Saving My Love (Skeeter Davis)
7. Hard Times (Bill Brock)
8. Abilene (George Hamilton IV)
9. Act Naturally (Buck Owens)
10. You Comb Her Hair (George Jones)

WYZE
Atlanta, Ga.

1. Six Days On The Road (Dave Dudley)
2. Ring Of Fire (Johnny Cash)
3. Act Naturally (Buck Owens)
4. Abilene (George Hamilton IV)
5. Tie Me Kangaroo Down Sport (Rolf Harris)
6. Sands Of Gold (Webb Pierce)
7. I'm Saving My Love (Skeeter Davis)
8. Night Mare (Faron Young)
9. Guilty (Jim Reeves)
10. You're The Devil In Disguise (Elvis Presley)

CKY
Winnipeg, Man., Can.

1. Abilene (George Hamilton IV)
2. Moon Is High (Burl Ives)
3. Tips Of My Fingers (Roy Clark)
4. Ring of Fire (Johnny Cash)
5. Guilty (Jim Reeves)
6. Six Days On The Road (Dave Dudley)
7. Sands of Gold (Webb Pierce)
8. The Twelfth Rose (The Browns)
9. The Minute You're Gone (Sonny James)
10. Pearl, Pearl, Pearl (Lester Flatt & Earl Scruggs)

KRSA
Salinas, Calif.

1. Six Days On The Road (Dave Dudley)
2. Act Naturally (Buck Owens)
3. Ring Of Fire (Johnny Cash)
4. Abilene (George Hamilton IV)
5. I'm Saving My Love (Skeeter Davis)
6. Detroit City (Bobby Bare)
7. Talk Back Tremblin' Lips (Ernest Ashworth)
8. Guilty (Jim Reeves)
9. You Comb Her Hair (George Jones)
10. In The Shadows Of The Wine (Porter Wagoner)

JERRY PARKS
KCUL
Ft. Worth, Tex.

1. You Never Cried (Roy Drusky)
2. I've Come To Say Goodbye (Faron Young)
3. Down To The River (Rose Maddox)
4. Abilene (George Hamilton IV)
5. Blue Side Of Lonesome (Bill Mack)
6. You Comb Her Hair (George Jones)
7. Lock Stock & Teardrops (Roger Miller)
8. I'm Saving My Love (Skeeter Davis)
9. Act Naturally (Buck Owens)
10. We're The Talk Of The Town (Rose Maddox & Buck Owens)

CHARLIE GRANT
WLIL
Lenoir City, Tenn.

1. A Million Years Or So (Eddy Arnold)
2. Loving Arms (Carl & Pearl Butler)
3. Somebody Left The Gates Of Heaven Open (Ott Stephens)
4. Sands Of Gold (Webb Pierce)
5. Take My Love With You Too (Carl Smith)
6. Cimarron (Johnny Bond)
7. Abilene (George Hamilton IV)
8. Three Sides To The Story (Martin & Stearns)
9. Lots Of Happiness (Chuck Reed)
10. Sweethearts In Heaven (Buck Owens & Rose Maddox)

KPIK
Colorado Springs, Colo.

1. Ring Of Fire (Johnny Cash)
2. Six Days On The Road (Dave Dudley)
3. Abilene (George Hamilton IV)
4. Talk Back Trembling Lips (Ernest Ashworth)
5. We Must Have Been Out Of Our Minds (George Jones & Melba Montgomery)
6. Sands Of Gold (Webb Pierce)
7. Building A Bridge (Claude King)
8. Act Naturally (Buck Owens)
9. The Other Woman (Loretta Lynn)
10. A Heartache For A Keepsake (Kitty Wells)

KLAK
Lakewood, Colo.

1. Ring Of Fire (Johnny Cash)
2. Loving Arms (Carl Butler)
3. Building A Bridge (Claude King)
4. Act Naturally (Buck Owens)
5. Talk Back Trembling Lips (Ernest Ashworth)
6. I'm Not Ready Yet (Marty Robbins)
7. As Close As We'll Ever Be (Ferlin Husky)
8. In The Shadow Of The Wine (Porter Wagoner)
9. Allentown Jail (The Letterman)
10. Tips Of My Fingers (Fontane Sisters)

KHEM
Big Spring, Tex.

1. My Baby's Not Here In Town Tonight (Porter Wagoner)
2. Ring Of Fire (Johnny Cash)
3. The Minute You're Gone (Sonny James)
4. We Must Have Been Out Of Our Minds (George Jones & Melba Montgomery)
5. Mountain Of A Man (Lawton Williams)
6. Act Naturally (Buck Owens)
7. The Blue Side Of Lonesome (Bill Mack)
8. Abilene (George Hamilton IV)
9. Six Days On The Road (Dave Dudley)
10. Talk Back Trembling Lips (Ernest Ashworth)

MARY WILSON
KCLX
Colfax, Wash.

1. Ring Of Fire (Johnny Cash)
2. Guilty (Jim Reeves)
3. Six Days On The Road (Dave Dudley)
4. Abilene (George Hamilton IV)
5. Make The World Go Away (Ray Price)
6. Act Naturally (Buck Owens)
7. Old Showboat (Stonewall Jackson)
8. Roamin' Thru The Countryside (Judy Thomas)
9. Sukiyaki (Clyde Beavers)
10. Roll Muddy River (Wilburn Bros.)

Cash Box COUNTRY ROUND UP

With syndicated radio show now showing great action in the popular music field the ground has now been paved for what could be the biggest and best planned syndicated country music package through **Bill Mack**, one of the nation's top ten in country music for the past several years. Plans have now been completed for Bilmac Productions to furnish top country music shows to all stations in the United States, Canada and English-speaking

REX ALLEN

MARTY ROBBINS

BILL ANDERSON

countries abroad. The shows will be hosted by Bill Mack with special top name guests on each program. Over four dozen big names have already been pre-taped for the series. Bilmac productions was founded in 1957 as a country jingle firm. Stations subscribing to the series will receive singing jingles, advance "plugs" for the stations and sponsors voiced by the biggest names in the field and, in some cases, singing station breaks by the big names. The shows will be made available in various lengths ranging from fifteen minutes to three hours on a daily, weekly or bi-weekly basis. The shows will feature the latest top country records, classics and special interviews with guest stars. Mack is negotiating with several other name spinners to aid in the series. Interested stations may contact Mack at KCUL-Fort Worth for full particulars and audition tape.

It was a real pleasure running into **Mac Wiseman** at the recent Newport Folk Festival. Mac, who was extremely well-received by the folk fans, told us he has a real busy schedule ahead including a CBC network show in Canada and several key west coast dates with **Marty Robbins**. The artist also noted that deejay copies are available of his Capitol newie, "Moon Comes Over The Mountain," by writing to him at Box 7006, Nashville 10, Tenn.

The first issue of the country's newest magazine will be published this month. Called Country Music Report, it will be the first magazine of its kind. **Devvy Davenport**, well-known country singer, is editor of the new feature magazine. She has collected thousands of photos and stories on the various stars in the country field. All of which will appear at one time or another in the pages of the new publication. The first issue of the mag, due off the press in about a week, will feature stories and pics of **Johnny Cash** at the Hollywood Bowl; at home with **Rex Allen**; and many candid shots of other stars. Further info about the new publication may be had by writing Devvy Davenport at Box 1399, Orange, California.

Unusual switch: **Paul Dean Ford**, owner of WPFR-Terre Haute, sends along word that his station has switched programming from classical to country. Paul sez he can use all kinds of country platters both old and new.

Wanda Jackson and her **Party-Timers** began a string of one nighters last week which will run thru August 10th. The tour is under the direction of Seattle promoter, **Jack Roberts** and will take her and her ork throughout Washington and northern California.

Smiley Wilson, director of talent for the Nashville-based Wil-Helm Agency, wires news that the **Wilburn Bros.** and **Flatt and Scruggs** recently set an all-time attendance record in the history of Mocking Bird Hill in Anderson, Indiana.

Earl Scott, who is currently clicking with his first Mercury deck, "Loose Lips," is enjoying tremendous success on a tour in California. Next on the Scott agenda is a slew of dates in the Lone Star State.

Bill Anderson sends along word that spinner copies of his newest Decca release, "8 x 10" b/w "One Mile Over—Two Miles Back" are available to interested jocks if they write on station letterheads to **Hubert Long**, 806 16th Ave. So., Nashville 4, Tenn.

Lloyd R. George has been named veep and general manager of KWBA-Baytown-Houston, Texas. A strong proponent of country music, George is programming a top fifty country tunes with seventy-five strays plus a daily "golden maverick" and round-up LP. All musical introductions are made in western jargon. Each week the outlet salutes a different artist with heavy record play plus contests for the artist pics and records.

Who sez country artists have a limited appeal. RCA Victor's **Skeeter Davis** was recently notified that a fan club was started in her name in Hong Kong.

Tom Reeder, personal manager of **Clyde Beavers**, recently jetted to Houston for an appearance on the **Larry Kane** TV'er along with **Jimmy Dean** and **Little Willie John**. While in the Texas city Clyde played to a capacity crowd at the Esquire Club.

Cotton Town Jubilee announces the release of their first LP featuring **Cousin Jake** and **Uncle Josh** of the Flatt & Scruggs Grand Ole Opry show tagged "Just Joshing." Distributors may order from the label at P. O. Box 322, West Memphis, Arkansas.

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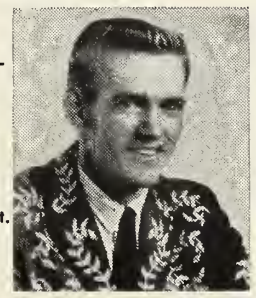
EARL SCOTT

"LOOSE LIPS"

Mercury #72110



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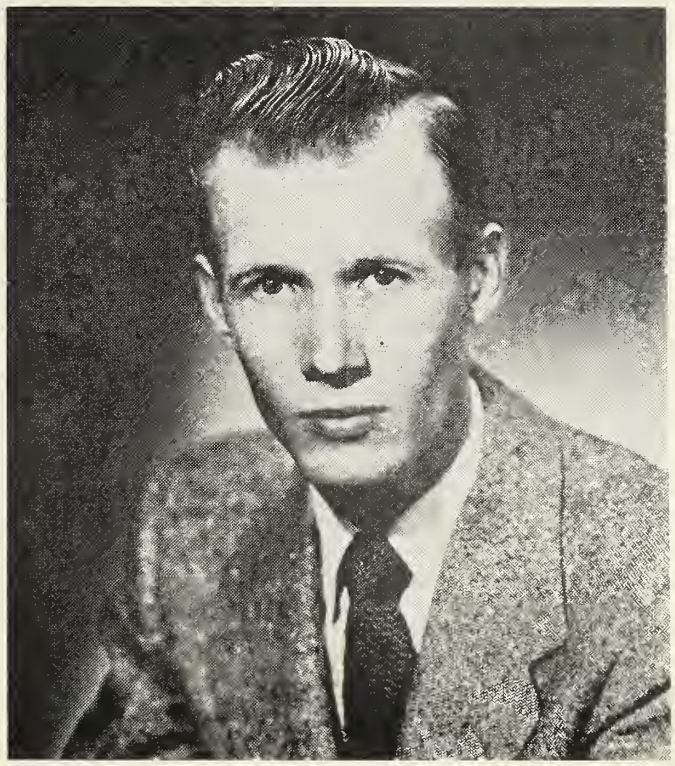

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Paul Geallis
5547 N. Central Ave.
SP 5-3875

Bonnie Kroll
1260 N. Dearborn
SU 7-1549

Dick LaPalm
35 E. Wacker Dr.
FI 6-2571

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Beechwood

Perry Stevens
2208 Edgerton Rd.
University Hts.
321-0641

Marv Helfer
2130 Marshfield Rd.
449-5635

COLUMBUS, OHIO
Dave Siegel
1049 Oakwood

DETROIT
Al Abrams
2648 W. Grand Blvd.
TR 1-3340

FARMINGTON, CONN.
Dave Fox
22127 Malden

JERSEY CITY
James Buckowski
158 Woodlawn Ave.
HE 3-7693

LAS VEGAS
Mary DuBose Reetig
5035 S. Tamarus
RE 3-1570

LOS ANGELES
Howard Brandy
226 So. Beverly Dr.

Colbert & Edwards
6257 Leland Way

Enyart & Rose
5735 Melrose Ave.
HO 6-1176

Ernie Farrell
8462 Sunset Blvd.
OL 6-0360

Maury Foladare Assoc.
1717 No. Highland

Mickey Freeman Assoc.
6606 Sunset Blvd.

Harvey Geller
c/o Joy Music
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Greer Assoc.
6269 Selma Ave.

Hanson & Schwam
6705 Sunset Blvd.

Hoenig-Edwards
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Honeycombo Productions
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Jerry Hoffman & Paladino
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Frank Liberman
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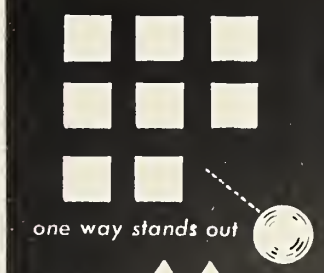

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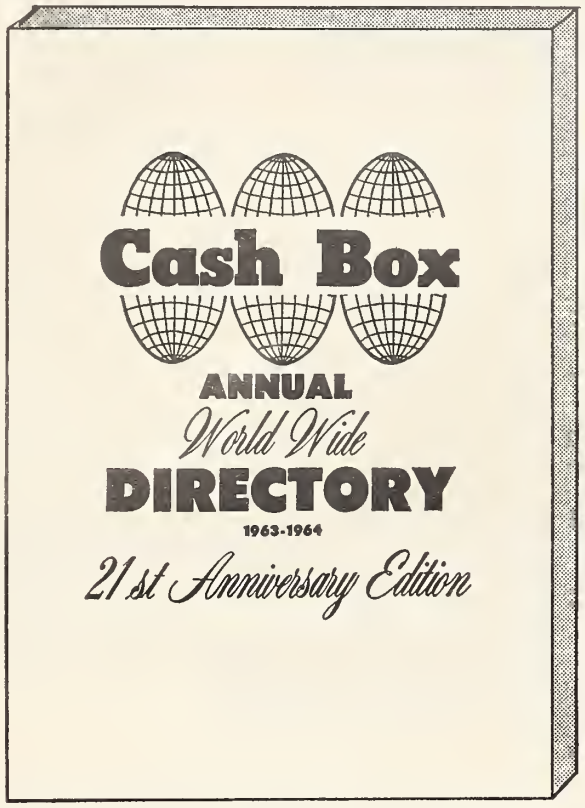

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Cash Box RECORD REVIEWS

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Pick of the Week

"BLUE VELVET" (2:48) [Vogue BMI—Wayne, Morris]
"IS THERE A PLACE" (2:40) [Feather BMI—Vinton]
BOBBY VINTON (9614)

Bobby Vinton, who is currently coming off "Blue On Blue," seems destined to have another chart triumph with this commercial Epic newie tabbed "Blue Velvet." The tune is a slow-moving, chorus-backed teen-oriented reading of the evergreen handled by the songster with aplomb and verve. Watch it move quickly. The flip, "Is There A Place," is a rockin' uptempo rousing twistin' affair with a contagious hard-driving beat. Also merits close look.

"SOMETHING OLD, SOMETHING NEW" (2:08)
[LeBill & Marbill BMI—Montgomery, Traver]
"FLIPPED OVER YOU" (2:00) [Herb Reis BMI—Wolf, Raleigh]
PAUL & PAULA (Philips (40130)

Philips has culled two strong tracks from the hit team's "We Go Together' 'album. "Something Old . . ." finds the pair its own dulcet-voiced self (it's a wedding-day sentimental), while "Flipped Over You" is a bright, very catchy mutual-admiration-society stand. Paul & Paula are sure to follow their last hit, "First Quarrel," with either or both of their latest sides.

"HEY THERE LONELY BOY"—Shuman, Carr
"NOT A MOMENT TOO SOON"—Hilliard, Garson
RUBY & THE ROMANTICS (Kapp 544)

Figure it three hits in a row for the distinctive blenders. Side that'll follow their "Our Day Will Come" and "My Summer Love" clicks is "Hey There Lonely Boy," a haunting opus about a gal who offers to end a fella's solo existence. Beautiful teen-market entry. More classy teen-romantic doings on the flip portion.

"SOONER OR LATER" (3:17) [Elm Drive ASCAP—Jeffreys, Garluck]
"IN WISCONSIN" (3:13) [Elm Drive ASCAP—Bostic]
JOHNNY MATHIS (Columbia 42836)

Star warbler should continue his Top 100 comeback—started just a while-ago with "Every Step of the Way"—with an oh-so-smooth survey of a top-drawer sentimental called "Sooner or Later." Sound is the kind of Mathis that makes it. Performer's second outing here is a warm salute to the dairy state. We're going along with "In Wisconsin."

"THE WOODPECKER SONG" (2:15)
[Robbins ASCAP—Dilazzaro, Bruno, Adamson]
"LITTLE QUEENIE" (2:21) [Arc BMI—Berry]
BOBBY RYDELL (Cameo 265)

There's quite a sound difference between both ends of Bobby's latest singles offering, but both can ride the charts. The star performer heads a joyful, all-market revival of the delightful oldie, "The Woodpecker Song," while his work on the Chuck Berry (and that of his combo-chorus setting) item, "Little Queenie," is a funky romp tailored strictly for teen consumption. Teeners, by the way, will come-upon a new, earthier sounding Rydell on the latter end.

"CHINA NIGHTS (Shina No Yoru)" (2:52)
[Leeds ASCAP—Saijo, Takeoka, Sedores]
"BENKYO NO CHA CHA CHA" (2:25) [Beechwood BMI—Ei, Izumi]
KYU SAKAMOTO (Capitol 5016)

The man who gave the U. S. charts the first Japanese-sung hit in more than 10 years is in a position to do further Top 100 business with "China Nights," a tune near the melodic level of his last-time-out smash offering, "Sukiyaki." This time, the songster offers an English version of the tune during the second-half reprise. Coupler is a cha-cha item with an Oriental touch.

"THIS IS MY PRAYER" (2:37) [Sylvia BMI—Townsend]
"AS LONG AS YOU NEED ME (Want Me, Love Me)" (2:46)
[Sylvia BMI—Townsend]
THEOLA KILGORE (Serock 2006)

Lark is out to get her second chart triumph with "This is My Prayer" (her first was "The Love of My Man"). "Prayer" is a touching expression about a woman who hopes she'll always be worthy of her man, and Theola sings its sentiments with deep conviction. Highly attractive ork-chorus backing. A commanding performance. More heart-felt work on the coupler.

HONEY SANDERS (Brighton 777)

(B) "(Johnny Guitar) MY RESTLESS LOVER" (2:56) [Chappell ASCAP—Davenport] The musical comedy-legit play performer bows on disks with nice easy-swing reading of the folkish item. Jazzy rhythm accompaniment is under the direction of Broadway maestro Pembroke Davenport, writer of the tune. New diskery is located in New York.

(B) "SOME LIKE IT COOL" (2:57) [Brighton ASCAP—Davenport] Another jazzy stand with the vehicle sounding like an adaptation of an old melody.

RON BERNARD (Hall 1915)

(B+) "FORGIVE" (2:47) [Flat Town BMI — Hebert] Ron Bernard comes up with a plaintive appeal for his chick to understand him on this teen-angled, slow-shufflin' lament. Good airplay potential.

(B) "I WANT SOMEBODY" (2:54) [Big Bopper BMI — Bernard, Stewart] This time out the chanter offers a familiar-sounding tear-jerker on a standard theme heartbreak.

ROLAND KIRK (Mercury 72144)

(B+) "LIMBO BOAT" (2:52) [MRC BMI—Kirk] The multi-talented jazzman really gets cookin' on first-rate ballad which starts off slowly and builds to a hard-driving fusion of melodic variatons then finishes smoothly. Side is called from Kirk's current "Reeds & Deeds" LP. Good bet for ops and spinners.

(B) "HAY RO" (2:59) [MRC BMI—Kirk] Here's a catchy, listenable, jazz opus essayed in an infectious midstream style.

LEE MILES (Chart 1015)

(B) "THE NAME THAT I'D DIE TO HAVE" (2:29) [Yonah BMI—Miles] The warbler has written a touching item about a wife who has a husband she doesn't deserve. His multi-tracked handling of the number is loaded with expressive teen-market understanding. Back-up sound is a warm Nashville-flavored affair. Label is an affiliate of Peach Records of Nashville.

(B) "HOME AWAY FROM HOME" (1:50) [Painted Desert BMI—Miles, Isle] Added expressive warbling by Miles, again over-dubbed.

VICKI MARTIN (Finer Arts 2008)

(B) "A HANDFUL OF DUST" (2:57) [M. Bernstein ASCAP—Bernstein] Following a sing-a-narrative intro, lark does a nice legit job on an inspirational whose plotline recalls the old hit, "Nature Boy." Attractive full ork-chorus backing is directed by Don Ralke. Diskery is based in Denver.

(C) "BEWARE MY LOVE" (2:17) [M. Bernstein ASCAP—Bernstein] Torchy easy-swinger is a less successful outing.

THE CATALINAS (Sims 134)

(B) "BAIL OUT" (2:15) [English & Hitway BMI—Shelton] Guitars are the top sound factors from the musicians, and the instrument is employed in solid rock-market fashion in this funky, but bright sound. Fine instrumental outing.

(B) "BULLETIN" (2:00) [English & Hitway BMI—Hartman] More bright sayings for the teen crowd.

NEIL SHEPPARD (Columbia 42816)

(B+) "BEYOND THE SHADOW OF A DOUBT" (2:15) [Gil BMI—Maurer, Ship] Following a schmaltzy trumpet solo, over-dubbed singer Sheppard and his combo-chorus backing rip into a tuneful teen romantic. Good rock sizzle; it could get around.

(B) "IN MY IMAGINATION" (2:25) [Tobi-Ann BMI — Barkan, Raleigh] A colorful medium-beat pounder. Sheppard is multi-tracked again.

JOHNNY NASH (Groove 0021)

(B+) "DEEP IN THE HEART OF HARLEM" (1:58) [January BMI — Radcliffe, Spencer] Nash worthily recites the big-sounding "message" song, which tells of the not-so-good-life in New York's Negro ghetto. An effective, commercial rock-a-string ork-chorus stint backs-up. Could be an active side.

(B) "WHAT KIND OF LOVE IS THIS" (2:17) [Planetary ASCAP—Nash] Onetime hit for Joey Dee & The Starlighters shows-up in a good rhythm pose by its cleffer.

THE TOWNCRYERS (Progression 1001)

(B) "HO HUM" (2:24) [Little BMI—Eppy] Polished folksters nicely convey a good work-song number. Team starts off with a softie blend and soon picks-up its tempo. Worthy pop-folk stand.

(B) "THIS ROAD" (2:15) [Little BMI—Emmett] A plaintive solo flute is included in this eventually speedy folk try.

JUNIOR PARKER (Duke 367)

(B+) "THE TABLES HAVE TURNED" (2:11) [Don Music BMI—Parker] The vet r&b songster sez he is attempting to get the thoughts of his ex-gal out of his mind on this medium-paced, shufflin' low-down lament. Blues deejays should dig the tune.

(B) "YONDERS WALL" (2:12) [Fast BMI—James] Tradition-oriented pulsating blues weeper sold in a soulful style by Parker.

CANNON ADDERLEY SEXTET (Riverside 4562)

(B+) "TENGO TANGO" (2:19) [Upam BMI—J. & N. Adderly] The vet jazz saxist has shown with his past efforts that he can achieve chart status and this new melodic jazz tango can develop into a fast noisemaker. The tune boasts some first-rate solos and a catchy repeating riff.

(B) "BROTHER JOHN" (2:26) [Alnur BMI—Lateef] This one's an oriental-flavored, slow-paced item with an extremely lyrical sound.

SI ZENTNER (Liberty 55609)

(B+) "THE FINK" (2:25) [Showcase BMI—Goe, Zentner] The slick, professional Zentner crew are in top-drawer form on this swingin' slow-twist like teen dance item. The tune has enough different interesting things going to attract both pop and good music spinners.

(B+) "BROKEN DATE" (2:25) [Mills ASCAP—Phillips] On this end the ork offers a sweeping melodic ballad with an impressive solo sax portion.

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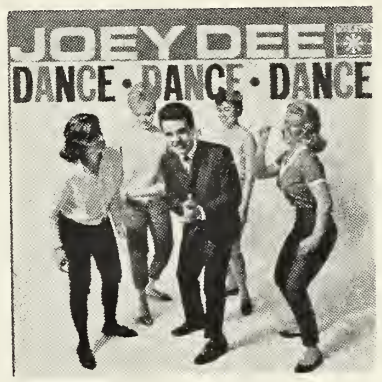

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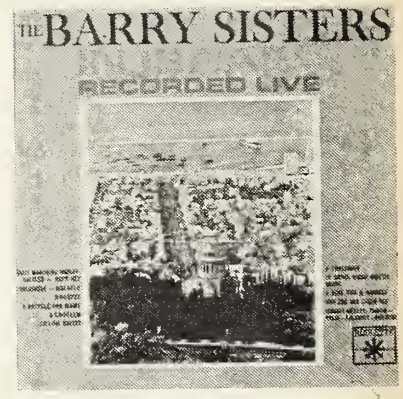

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Cash Box RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

Newcomers

In an effort to call D.J. attention to Pick records by "Newcomers" (artists never before on the Top 100) the editorial staff of Cash Box will list such records under this special heading.

"PACKIN' UP" (2:10) [LeBill & MRC BMI—Singleton, Smith]
"FORGET ME NOT" (2:24) [LeBill & Marbill BMI—McDuff, Kent]
BEAU-K's (Mercury 72157)

The Beau-K's could quickly jump into the national limelight with this initial, power-packed Mercury release tagged "Packin' Up." The tune is a lively, uptempo, chorus-backed teen-oriented happy romancer with an infectious, raunchy beat. Watch it. The flip, "Forget Me Not," is a slow-moving, shuffle-beat lament with some effective country overtones.

"PERFIDIA" (2:09) [Peer Int'l BMI—Cugat, Heagney, Dominquez]
"ACE OF HEARTS" (2:20)
[Screen Gems-Columbia BMI—Zekely, Biaz, Berry]
MATADORS (Colpix 698)

If this intial Colpix deck is any indication of their talents, the Matadors have quite a promising future. The top side here, "Perfidia," is read in a rousing uptempo Marcels-styled teen fashion by the group. Side seems a natural for heavy airplay. The flip, "Ace Of Hearts," is a pretty, slow-moving romancer with some effective rapidly-changing melodic changes.

Best Bets

JOHNNY BURNETTE (Capitol 5023)

● "IT ISN'T THERE" (2:10) [Melrose ASCAP—Ballard] The chanter kicks off his Capitol career with this first-rate, medium-paced, chorus-backed ballad about a guy who is looking for some female affection. Plenty of potential here.

(B+) "(WISH IT WERE SATURDAY NIGHT) ALL WEEK LONG" (2:00) [Gil BMI—Perper] Hard-driving, country-flavored novelty-styled romancer essayed with authority and poise by Burnette.

PAUL PETERSEN (Colpix 697)

● "GIRLS IN THE SUMMERTIME" (2:20) [Knollwood BMI—David, Edwards] Petersen has had Top 100 hits in the past and he can do it again with this slow-moving, chorus-backed teen-angled seasonal romancer. Side seems a natural for heavy airplay.

● "MAMA, YOUR LITTLE BOY FELL" (2:04) [Screen Gems-Columbia BMI—Mann, Anthony] On this end the songster tells a familiar story about a youngster who falls in love.

CLYDE MC PHATTER (Mercury 72166)

● "FROM ONE TO ONE" (2:22) [Drury Lane BMI — Chase] A folkish blues item ala "Hambone" with a romantic numbers-game plot gets a spirited disk run-through from the vet artist and his Ray Ellis-backed ork-chorus setting. Good teen jumper.

(B+) "SO CLOSE TO BEING IN LOVE" (2:39) [Eden & Olimac BMI—Williams, Loring] Clyde understandingly tells a tale of a fella who's about to fall in love, and therefore feels that he'll need a longer night to make sure he does.

JERRY WALLACE (Challenge 9205)

● "BAMBOLA (My Darling One)" (2:38) [Fabulous ASCAP—Henson, Thompson] The fine warbler could go places with his classy essay of an inviting good-music ballad. His accompaniment has an appealing, hint-of-the-beat sound. A portion that should be watched.

(B) "EMPTY ARMS AGAIN" (2:18) [4-Star Sales-Camp & Canyon BMI—Smith] Good down-Nashville-way softie.

RICK NELSON (Imperial 5985)

● "THERE'S NOT A MINUTE" (2:24) [Arch ASCAP—Ballard, Tobias] The rockster's days with Imperial] (he's now with Decca) continues to bear good-sounding singles fruit, as witness this effective, upbeat countryish display. Solid rockin' Nelson.

● "TIME AFTER TIME" (2:11) [Sands ASCAP—Cahn, Styne] There's a genial rock nature to this reading of the sturdy.

THE TARRIERS (Decca 31524)

● "LONESOME TRAVELER" (2:00) [Folkways BMI—Hays] The first-rate pop folk attraction offers a spirited account of the choice folk number. Fellas' portrayal is accompanied by string-included ork backdrop. Could come through in the pop-folk area.

● "SEVEN DAFODILLS" (2:56) [Sanga BMI—Moseley, Hays] Team is no less effective in this softie pose on a beautiful folk-romantic.

THE EARLS (Old Town 1145)

● "CRY, CRY, CRY" (2:06) [Maureen BMI — Thomas] With an opening that smacks of their "Remember Then" success some months ago, the boys offer a solid-sounding, speedy-beat portrayal of bright tune. Side has rockin' goods the kids go for.

(B) "KISSIN'" (2:12) [Maureen BMI—Kalina] Fellas retain a bright rock format in this outing, which includes effective handclappin' statements in the setting.

THE MIRACLES (Tamla 54083)

● "MICKEY'S MONKEY" (2:39) [Jobete BMI—Holland, Dozier] Vocalists, with several successes under their belts, give-out with a strong dance-time sound for the teeners. Contagious rockin' that spreads sure-fire teen joy.

(B) "WHAT EVER MAKES YOU HAPPY" (2:31) [Jobette BMI—Robinson, White] Smooth Latinish ballad stuff that's a hallmark of the Tamla-Motown sound.

JOHNNY FORTUNE (Park Ave 126)

(B+) "SOUL TRAVELER" (2:00) [Tailormade BMI — Sudetta, Fisher] The UA-handled diskery has a strong surfin' "voice" in instrumentalist Johnny Fortune and his fellow musicians. This exciting, funky surfin' sound is sure to please the many teeners who are caught-up in the surfin' craze.

(B) "SURFERS TRIP" (2:06) [Tailormade BMI — Sudetta, Fisher] More surfin' music loaded with teen-market know-how.

GOOGIE RENE COMBO (Class 310)

(B) "WALK RIGHT IN" (2:25) [Ryerson BMI — Darling, Svanoe] The recent folk hit by The Rooftop Singers receives an amiable blues-jazz essay from the keyboard artist's crew. Good-sounding, refreshing view of the engaging tune. Track is from an LP tagged "Flapjacks."

(B) "SOUL ZONE" (2:35) [Recordo BMI—Vikki] The LP also contains this earthy stand, which features lots of novel organ comments.

(C) "I'LL WALK AWAY" (2:25) [Cedarlane-BMI] The chanter uses a straightforward gimmick-free delivery on this romantic ballad entry. With a bit more color in the instrumental assist the tune could be very enjoyable.

(C) "SUICIDE" (2:20) [Cedarlane-BMI] The uptempo side has some effective instrumentation but the message leaves something to be desired.

THE CHARMERS (Co-Rec 101)

(B) "WATCH WHAT YOU DO" (2:11) [Evans, Evans, Corbin] Blues warblers sincerely read a feelingful blueser. Team sports a good lead voice.

(B) "THE LETTER (Dear Nick)" (2:36) [Evans] A softie about a couple's reconciliation.

SAM HAWKINS (Arnold 1010)

(B+) "GOODBYE DARLING" (2:20) [Joy ASCAP—Parker. Villa] Listener almost seems personally involved in this touching blues expression from the vet blues vocalist. Supporting Hawkins' meaningful essay is simple, but understanding combo setting. Might get around. Diskery is a New York-based outfit.

(B) "CANDY YAMS" (2:25) [Arnold BMI—Jamison] An all-instrumental shuffle-beat showing with an affable blues nature.

EMMITT DAVIS (Craig 102)

(B+) "YOU'RE WALKING ON ME" (2:35) [Arnold BMI—Jamison] The blues trade gets a persuasive blues portrayal from Davis, who is supported by effective funky bits from his own band. Diskery operates out of N.Y.

(B) "PLAY BOYS' SUMMER THEME" (2:30) [Arnold BMI —Jamison] Davis' "Big Band," including strings, solos in an agreeable swing-blues session.

TOMMY LONG (Bellwood 10409)

(C+) "D.J. (Disc Jockey) JOE" [Raltip BMI—Moore] Singer Long sings on the order of Presley, and he heads a lively shuffle-beat tribute to a rockin' format deejay. The performer is backed by The Varatones, a vocal crew, and The Commanders, a combo. Diskery works out of Richmond, Va.

(C+) "HIGH SCHOOL HEART" [Raltip BMI—Long] Slow-beat sentiments for teen ears.

BABY JANE & THE ROCK-A-BYES (Spokane 4001)

(B+) "HICKORY - DICKERY DOCK" (2:04) [Trio BMI—Greenwich, Barry] The old nursery-rhyme phrase is used to infectious, middle-beat blues advantage by the gals. Although the sound is hardly new to teen ears, its got lots of vitality and polish to get its acceptance.

(B) "HALF DESERTED STREET" (2:25) [Robert Mellin BMI—Spencer] Latinish blueser about a gal who comes-upon her guy making time with another chick.

MICKI LEE (20th Fox 419)

(B) "LAVENDER BLUE" (2:02) [Alan K. BMI—Simmons] After a sweet string opening, the great oldtimer receives an infectious blues outing from the lark and her backdrop sound. New musical sections have been added to the original number. Good upbeat entry for the kids.

(B) "SO TIRED OF TALKIN'" (2:12) [Alan K. BMI—Simmons, Ryan] Pro blues rhythmic from the performer and her support.

TRAN-SISTERS (Imperial 5983)

(B+) "PULL THE COVERS RIGHT UP (Over My Head)" (2:40) [Travis & Rittenhouse BMI—Meade, Robinson] A haunting teen opus about a love-affair gone astray is strikingly surveyed by the gals, who put a fine voice up front. Sound could get around.

(B) "YOUR LOVE" (2:29) [Travis & Rittenhouse BMI—Fenner, Moore, Meade] Contagious blues romp from the team.

RENFRO & JACKSON (G.S.P. 7)

(B+) "ELEPHANT GAME (Part 1)" (2:55) [Garpax & Teresa & Maverick BMI—Nuckles] Those silly elephant jokes making the rounds these days is the subject of this novel blues laff stint by the comic pair. Their repartee is supported by a steady quick-beat combo chore. Might catch-on. Label is the Hollywood-based Gary S. Paxton setup.

(B+) "ELEPHANT GAME" (Part 2)" (2:42) [Garpax & Teresa & Maverick BMI—Nuckles] More two-liners about elephants.

THE ROYALETTES (Chancellor 1140)

(B+) "BLUE SUMMER" (2:56) [Contour BMI—Stephan] A quality teen romantic receives a Ruby & The Romantics-type warble from the femmes, who are backed by a pro Latinish combo sound. Date deserves exposure.

(B+) "WILLIE THE WOLF" (2:14) [B. F. Wood ASCAP—Cubby] Joyful blend from the gals also rates attention.

ED FORSYTH (Chess 1859)

(B+) "YOU DON'T MIND HURTING ME" (2:18) [Arc & Marco BMI—Cobb] The warbler does well on an emotional-laden teen-romantic. A steady percussion beat in the full ork arrangement is effective. Might be active with sufficient airtime.

(B) "MAKING UP" (2:02) [Arc & Marco BMI—Cobb] Good busy-beat bouncer.

KYU SAKAMOTO

CHINA NIGHTS

Capitol RECORDS #5016

BY SPECIAL REQUEST: AS A SEQUEL TO HIS NO. 1 HIT SINGLE, "SUKIYAKI," JAPAN'S GREATEST RECORD STAR, KYU SAKAMOTO, SINGS THE INTERNATIONAL FAVORITE, "CHINA NIGHTS" (INCLUDING ONE CHORUS IN ENGLISH). ON RELEASE TODAY; ON THE CHARTS TOMORROW!

Cash Box RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Best Bets

THE VELVELETTES (I.P.G. 1002)

● "THERE HE GOES" (2:29) [Jobete BMI — Stevenson] Gals can be in for a chart run with this highly commendable teen-market reading of a worthy rock plaintive. Supporting the team's first-rate effort is a smooth Latinish combo affair. Can move.

(B+) "THAT'S THE REASON WHY" (2:15) [Jobete BMI—Hamilton] Fine-sounding rhythmic about a gal who wants her flame to prove his love for her by taking her down to the altar.

JUNIOR LEWIS (Scepter 1257)

● "WHERE DO I GO FROM HERE" (2:43) [Chapter BMI—Elgin, Ott] Lewis, formerly on the Columbia label, could get big coin with this sly-beat teen-blueser about the end of a not so perfect day—romantic-wide. Kind of blues color that you've got to eye.

(B) "RAISE YOUR HAND" (2:32) [Robert Mellin & Chapter BMI—Elgin, Russell] This track has the exciting air of a revival meeting, tuned, in this case, to folks who have broken hearts. The "preacher" assures his audience that they will find love.

LAURIE SISTERS (Port 70033)

● "STAND A LITTLE CLOSER" (2:18) [Integrity-Nancy-Josie ASCAP—Wolf, Bower] Gals make the most of an engaging teen romantic-novelty, and could have a chart ride with their charming survey. An end that could catch-on real fast.

(B) "SOMETHING OLD—SOMETHING NEW" (2:13) [Integrity-Nancy-Josie ASCAP—Wolf, Bower] Pretty item puts the gals in a pleasing softie rock light.

JIMMY FOSTER (Del-Fi 4220)

● "18 MILES FROM WITTLETON TO WATTLETON" (2:27) [Maraville BMI—Foster] Tuneful folkish ditty is done with bright teen-slanted charm by the songster and his attention-getting, guitar-led combo-chorus setting. A sound that can catch-on.

(B) "SHIRLEY" (2:10) [Maraville BMI—Foster] Softie name-song expression.

THE BUTTONS (Columbia 42834)

● "FOOT STOMPIN' U.S.A." (1:58) [Tree BMI—Riley, Wilkins] Gals have a sure-fire stomp blend, and are admirably backed by a band in the backdrop. Exciting is the word for this waxing; watch it.

● "WALK AWAY GIRL" (2:01) [Tree BMI—Riley] Although there's much in The Shirelles' sound here, the gals also command attention with this emotional-rock stint.

ROCKIN' REBELS (Swan 4150)

● "ANOTHER WILD WEEKEND" (2:12) [Juarez BMI—Shannon, Cisco, DiMaria] Combo's initial "Wild Weekend" disking was a chart stand, which could be the route this catchy encore could take. Catchy tune is sometimes reminiscent of "Gypsy In My Soul." Keep tabs on this track.

(B) "HAPPY POPCORN" (2:03) [Juarez BMI—Cisco, Markish] Cute poppin' sound highlights this easy-go affair.

KATHY LINDEN (Capitol 5018)

● "THERE'LL ALWAYS BE SADNESS" (2:02) [Acuff-Rose BMI—Howard] The lark, who's had a number of chart rides over the years, can make a solid come-back with her tender reading of a fine philosophical item from the prolific pen of Harlan Howard. Her warble is set against a very attractive Nashville-styled ork-chorus arrangement. Worth eyeing.

(B+) "PEOPLE SAY" (2:25) [Criterion ASCAP—Lilith] Folk-type romantic about a gal who says she must love a man most people in her set don't think much of.

BOBBY MARCHAN (Volt 108)

● "WHAT CAN I DO? (Part 1)" (2:30) [Men-Lo—Elbert] Vet blueser has a two-part pleader that can make the grade in both the pop & blues areas. His effective falsetto style is set against a groovy jazz-blues pose, with a sax getting some solo spots. Atco Records handles this contender for chart honors.

● "WHAT CAN I DO? (Part 2)" (2:35) [Men-Lo—Elbert] Conclusion of the strong showing.

BIG DEE IRWIN (20th Century Fox 418)

● "DONKEY WALK" (2:04) [Glenville BMI—Burton, McCoy] Solid happy dancetime stint by the artist and his backing. Topping this colorful sound-of-teen-music is the use of the chant gimmick from "Old MacDonald Had A Farm" All-in-all, a cut that could step-out.

(B) "SOMEDAY YOU'LL UNDERSTAND WHY" (2:20) [Glenville BMI—Burton, McCoy] Irwin offers a complete turnabout in this wistful rock date.

HENRIETTA (Liberty 55606)

● "I LOVE HIM" (2:44) [Geld-Udell ASCAP—Udell, Geld] A fine good-music romantic—sometimes suggesting "Dearly Beloved"—is treated to a choice sentimental warble by the songstress. Her backing, aimed at the teeners, is a lush, attention-getting affair. Could breakthrough.

(B) "WE'LL WORK IT OUT" (2:18) [Geld-Udell ASCAP—Udell, Geld] A brisk Bossa Nova sound backs the performer's further classy reading of a smart tune, a reminder of "Our Day Will Come."

EDDIE HEYWOOD (Liberty 55607)

● "ST. LOUIS BLUES" (2:05) [Handy Bros. ASCAP — Handy] Pianist Heywood's recent Bossa Nova rendition of his old hit, "Canadian Sunset," got big deejay plays, and his latest BN look at an accepted tune is likely to do the same. Deejay time can mean important sales action.

(B) "BEGIN THE BEGUINE" (2:32) [Harms ASCAP—Porter] The Brazilian rhythm is also employed in this issue on the classic.

ALBERT COLLINS (Hall Way 1831)

(B+) "SIPPIN' SODA" (2:46) [Hall-Clement BMI — Collins, Scott] Albert Collins has clicked in the past and he can strike paydirt once again with this infectious teen-angled medium-paced instrumental. Side utilizes a series of dramatic riffs.

(B) "HOMESICK" (2:50) Hall-Clement BMI—Collins, Scott] This time the organ takes the spotlight on a raunchy low-key blues instrumental.

HERBIE MANN (Atlantic 5031)

(B+) "NEW YORK IS A JUNGLE FESTIVAL" (2:14) [Herbie Mann ASCAP—Mann] The ace jazz flutist and combo dishes-up an appealing medium-paced bossa nova stanza with some catchy, rapidly-changing chromatic developments. Top-notch programming fare.

(B+) "BAG'S GROOVE" (2:20) MJQ BMI—Jackson] On this lid the Mann crew offers a smooth, funky reading of the famous Milt Jackson-penned tune.

WOODY HERMAN (Philips 40125)

(B+) "DAYS OF WINE AND ROSES" (3:15) [M. Witmark & Sons ASCAP — Mercer, Mancini] The vet jazzman and ork come up with a real swingin' high-powered reading of the award-winning flick theme. Side is culled from his "Encore: Woody Herman-1963" LP. Natural for airplay.

(B) "JAZZ ME BLUES" (2:52) E. B. Marks BMI—Delaney] This item, also taken from the album, is a fast-moving, uptempo item with a potent danceable beat.

JIMMY McCRACKLIN (Imperial 5982)

(B+) "LOOKING FOR A WOMAN" (1:52) Travis BMI—McCracklin] McCracklin has clicked in the past and he can do it again with this hard-driving, uptempo r&b lament with an infectious, hand-clapping melody. Leads of potential here.

(B+) "SOONER OR LATER" (1:55) [Travis BMI — McCracklin] Slow-moving, shuffle-beat blues romancer read with authority by the chanter.

DICK WHITTINGHILL (Dot 16503)

(B+) "APOLOGY AT BEDTIME" (3:40) [Song Smiths ASCAP—Gleason, Miller, Larned] Dick Whittinghill could capture the fancy of many a spinner with this sentimental, recitation affair about a father's regrets concerning his son. Fine ork-chorus support from Billy Vaughn.

(B) "MUSINGS OF A FATHER" (4:08) [Talisman ASCAP — Vaughn, Anon] This one's a catchy happy-go-lucky recitation all about the "joys" of bringing up kids.

JO STAFFORD (Reprise 20, 205)

(B+) "COUNTRY BUMPKIN" (2:22) [Chappell ASCAP—Weston, Bergman, Keith] The lark effectively utilizes the dual-track technique on this tender, slow-moving, full ork-backed ode to an All-American type of gal. Good bet for good music deejays.

(B+) "THE WRITING ON THE WALL" (2:30) [Saloon Songs BMI—Sullivan, Clarkson] On this end the artist offers an interesting, happy blueser with both gospel and country overtones.

INSTRUMENTAL (Dell 614)

(B) "HUMOROCK" (2:10) [Garopa BMI—White] As the title suggests, this is a fun-rock stint from the combo, which comes-up with a number of lively solo stanzas.

(B) "DELMA (With Her Green Eyes)" (2:25) [Garopa BMI—White] Catchy name-song receives a sprightly display from the musicians, led by a sax section. Amiable rock sound from the L.A.-based waxery.

DANNY DARROW (Almont 301)

(B) "AS YOUNG AS WE ARE" (2:50) [Ames BMI—Miller, Berger] The chanter declares his love for his girl despite the various obstacles he is encountering because of his youth. Deck boasts a moving mid-deck recitation.

(B) "REGRETS AND ROSES" (1:55) [Rockford BMI—Zinn] Low-key raunchy, bluesy affair essayed with poise and authority by Darrow.

JACK HANSEN ORCH. (Dance Along 6064)

(B) "MARACANGALHA (I Go)" (2:05) [Ludlow BMI—Percoco, Dijon, Caymmi] For those who want to sit this one out, the Hansen ork has a fine listenable Bossa Nova sound on a light-hearted BN tune. Waxery is based in N.Y.

(B) "NUNCA O DESPREZE (Never Pass Him By)" (2:02) [Darl BMI—Hansen, Hansen] Slick BN sound on a lovely item.

MAUREEN SCOTT (Vista 423)

(B) "HE'S SO NEAR" (2:21) [Spanka BMI—J&D Thomas] There are some interesting instrumental bits backing the lark's good-sounding warble of an effective boy-next-door opus. Could make some noise.

(B) "UGLY BUG BALL" (2:22) [Wonderland BMI—Sherman, Sherman] Sprightly tune is from Walt Disney's "Summer Magic."

DICK LORY (Liberty 55600)

(B+) "CRAZY ARMS" (2:20) [Champion & Pamper BMI—Seals, Mooney] The old country hit gets a very interesting teen-directed stand from the songster and the colorful Jack Nitzsche-helmed ork-chorus backing. A romp to eye.

(B) "THERE'S GONNA BE A FIGHT" (2:18) [Metric BMI—Sheeley, DeShannon] A triangle is underway in this drama-rock stint.

THE CAMELOTS (Invicta 9005)

(B+) "WINKIN', BLINKIN' & NOD" (2:55)—A pretty song-of-the-sea fantasy receives a warm folkish touch from the song crew, which is backed by a busy guitar-led instrumental chore. Could be active after enough exposure. Label is distributed through Circa.

(B) "BAD GIRL" (2:00)—Bright folkish outing.

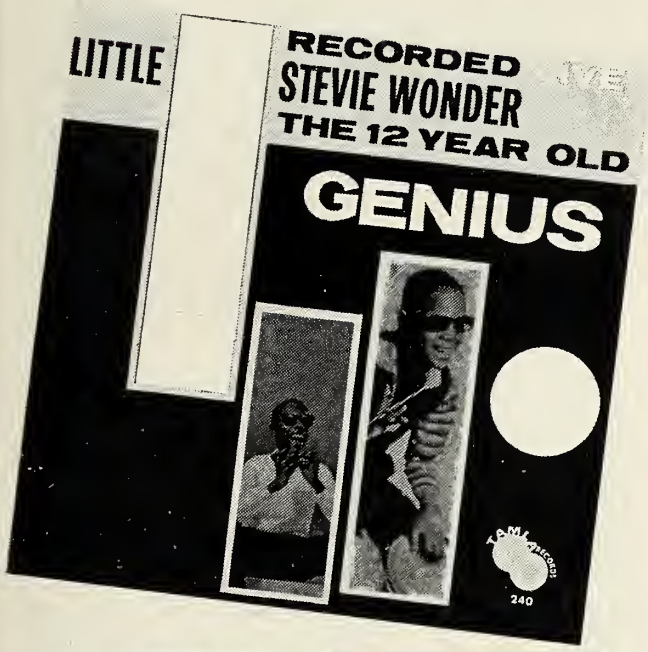
THE SNAPSHOTS (Federal 12496)

(B) "I NEED YOU" (2:58) [O-Cal BMI — Otis, Holland] A persuasive blueser is done with appealing conviction by the song crew. Deck has solid blues-pop value.

(B) "THAT'S WHAT I LIKE" (2:15) [O-Cal BMI—Otis, Holland, Floyd] Catchy, good-feeling blend by the boys.

SELLING THE SWINGIN' SOUNDS OF ARE ON SUMMER

TAMLA • MOTOWN • GORDY



1. LITTLE STEVIE WONDER "Fingertips" Pt. 2

Tamla 54080

HERE ARE INSTANT ALBUM SALES AT YOUR "FINGERTIPS"

SIZZLING SALES

"HEAT WAVE"	Martha & The Vandellas	Gordy 7022
"MY DADDY KNOWS BEST"	Marvelettes	Tamla 54082
"BREATH TAKING GUY"	The Supremes	Motown 1044
"MICKEY'S MONKEY"	The Miracles	Tamla 54083

TAMLA RECORDS 2648 W. Grand Blvd., Detroit, Mich.

Cash Box RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Best Bets

TRACEY DEY (Liberty 55604)

● "WHO'S THAT" (2:26) [Saturday ASCAP—Crewe, Gaudio] Newcomer Tracey Dey could quickly jump into the national limelight with this dual-track, chorus-backed comercial teen ballad with a potent danceable beat. Deck seems a natural for airplay.

(B) "TEENAGE CLEOPATRA" (2:21) [Saturday ASCAP—Ross] On this end the lark offers a slow-shufflin, chorus-backed opus about a gal who lost her favorite guy. Side boasts a moving mid-deck recitation.

GENE MOLES (Garpax 44176)

● "KAHA HUNA" (2:11) [Garpax & Owens BMI—Moles] Gene Moles and the Softwinds could click quickly with this lively, fast-moving surfining-styled rockin' instrumental stanza. The deck has enough good things in it to attract a slew of deejays. Watch it move.

(B+) "MARIA (THE WIND)" (1:59) [Garpax & Owens BMI—Lewis] This one's a lovely slow-paced romantic ballad with some top-flight sound effects.

RICHARD "POPCORN" WYLIE (Epic 9611)

● "HEAD OVER HEELS IN LOVE" (2:20) [Valley BMI—McPherson] Wylie has clicked in the past and he can do again with this top-flight, fast-moving, chorus-backed pop-bluser. The tune utilizes some effective gospel chords and boasts a catchy repeating riff. Deck could break quickly.

(B+) "GREATER THAN ANYTHING" (2:08) [Finney BMI—Wylie] Slow-moving, shufflin' traditional r&b lament read with authority and poise by the chanter.

BILL EVANS ORCH. (Verve 10295)

● "THEME FROM 'THE V.I.P.'S'" (2:21) [Robbins ASCAP—Rozsa] A hard-hitting main-title from the upcoming Elizabeth Taylor-Richard Burton-starred flick receives a vibrant instrumental outing, with a keyboard topping the display. A powerhouse good-music sound that could make it. Strong box-office draw of the pic's stars should greatly aid exposure of the deck.

(B+) "SWEET SEPTEMBER" (2:13) [B. F. Wood ASCAP—McGuffie] Attractive tune is done by the keyboard against some very interesting string-percussion comments.

THE AVONS (Groove 0022)

● "PUSH A LITTLE HARDER" (2:27) [Tree BMI — Wilkins, Riley] Gals make an exciting debut on the Victor subsid, topping a bright blues-belt session. Side has lots going for it and could be in for Top 100 activity.

(B) "GEE BABY!" (2:12) [Tree BMI—Wilkins, Riley] Striking organ comments are included in this more or less blues cuddle by the femmes.

GARY (U.S.) BONDS (Legrand 1030)

● "PERDIDO—Part 1" (2:39) [Tempo ASCAP—Tizol, Lenk, Drake] After a "live" intro for the longtime hitmaker, the artist and his rockin' companions go into a typical uninhibited romp, this time on the old Latin favorite. You've got to keep tabs on all entries by the rockster.

● "PERDIDO—Part 2" (2:44) [Tempo ASCAP—Tizol, Lenk, Drake] More happytime rockin'.

THE OSMOND BROS. (MGM 13162)

(B+) "BE MY LITTLE BABY BUMBLE BEE" (1:53) [Remick ASCAP—Marshall, Murphy] The almost moppet Barbershop songsters—a highlight attraction on last season's Andy Williams' TV'er—have cut an LP for the label, and this is a charming sampling of the package.

(B) "I WOULDN'T TRADE THE SILVER IN MY MOTHER'S HAIR (For All The Gold In The World)" (2:04) [Bourne ASCAP—Little, Coots] This obvious ancient also lends itself to a Barbershop blend. Name of the album is "Songs We Sang On The Andy Williams Show."

FREDDY YOUNG (Friendly Five 740)

(B+) "SOMEDAY BABY" (2:29) [World BMI—Young] Freddy Young unleashes his potent, wide-range vocal talent full-blast on this slow-moving, shuffle-beat traditional low-down blues weeper. With the proper exposure the deck could create some excitement.

(B) "MONKEY BUSINESS" (2:21) [World BMI—Young] This time out the artist dishes-up a medium-paced instrumental with some interesting melodic changes.

YOUNG JESSIE (Mercury 72146)

(B+) "MARY LOU" (2:46) [Modern BMI—Jessie, Ling] Newcomer Young Jessie could have a fast noisemaker on his hands with this rousing, fast-moving contagious ditty all about a kleptomanic gal who stole everything but his heart. Both pop and r&b deejays should dig it.

(B+) "YOU WERE MEANT FOR ME" (2:37) [Lonette BMI—Jessie] This one's a hard-driving, chorus-backed lament given a top-flight, professional delivery by the songster.

THE MATTHEW BROS. (ABC-Paramount 10473)

(B+) "MORA DORA" (2:24) [Pamco BMI—Maurer, Kusik] Guy's affection for a gal named Mora Dora is conveyed with a joyful blues-styled sound from the warblers and their backing. Side is custom-made for the teen dance-floor.

(B) "STUPID" (2:31) [Pamco BMI—Maurer, Singleton] A lively presentation with the mild epithet used in a romantic storyline.

THE FORTUNE TELLERS (Atlantic 2197)

(B+) "I LOVE YOU (Inka Do)" (2:12) [Shelros BMI—Sally] This blues outing carries a colorful bounce-beat sound. Part of the old Jimmy Durante chant ("inka dinka do") gives the team a good sans-lyric gimmick. Effective pose for the pop-blues trade.

(B) "MARRY HER JOE" (2:44) [Shelros BMI — Gilis] Involved Latin-blues sound about a fella who's having a tough time getting his mom to go along with the gal of his choice.

JOHN VEITH (Liberty 55590)

(B+) "WHEN JOHNNY COMES MARCHING HOME" (2:11) [Pell Mell ASCAP—Adapt. Veith] The old Civil War opus goes along with the times and becomes a breezy jazz vehicle for the nifty ivory talents of jazzist John Veith. Dave Pell, a fine jazzist himself, produced the portion, which looks like it'll make the turntables of many a hip jock's time-slot.

(B) "ALLEE BLUE" (2:32) [Pell Mell ASCAP—Veith] Good-natured stint in a pop-gospel vein.

ERNI ADANO (Assault 1842)

(B) "IF I HAD A HAMMER" (1:45) [Ludlow BMI—Seeger, Hayes] Erni Adano unleaches his potent wide-range vocal talents full-blast on this swingin' chorus-backed, hand-clappin' reading of the folk standard. Trini Lopez (Reprise) is currently clicking with the tune.

(B) "WHAT KIND OF FOOL AM I" (2:25) [Ludlow BMI—Brisusse, Newley] Fine romantic reading of the short while-back hit from "Stop The World."

THE DEL-AIRES (Coral 62370)

(B+) "ELAINE" (2:00) [Champion BMI-Linares] Vocalists do a bang-up, Lou Christie-sounding job on the potent gospel-type opus. Certainly has many an attention-getting vocal-instrumental gimmick.

(B) "JUST WIGGLIN' N' WOBBLIN'" (2:05) [Sunno BMI-Jones] Here's a wild partytime rocker which the group presents in a flick called "The Parade of the Zombies."

STEVE CLAYTON (Decca 31516)

(B+) "HE WILL CALL (& You Will Fall)" (2:38) [Spiral ASCAP-Shelley] Songster Clayton's fine warble of a smart romantic is sure to draw the attention of lots of good-music outlets. Vocalist's approach has the smooth-running quality of Johnny Mathis, but, to set the record straight, it can speak for itself. Side can grab important exposure.

(B+) "HER MAKE-UP KIT" (2:21) [Spiral ASCAP-Shelley] The performer continues his inviting ballad ways here.

CONNIE STEVENS (Warner Bros. 5380)

(B+) "LITTLE MISS-UNDERSTOOD" (2:00) [Rock BMI—Botkin, Garfield] The lark-actress is dressed-up with distinctive teen multi-tracking in her reading of a tuneful ditty. Colorful Latinish-rock pose from the full-blown ork-chorus backing. Side stands a chart chance.

(B) "THERE GOES YOUR GUY" (2:30) [Vine St. ASCAP—Tipton, Cole] Similar studio magic for the songstress in this interesting bit of teen drama.

THE PORTRAITS (Tri Disc 109)

(B+) "WE'RE GONNA PARTY" (2:15) [Keymen & Marc Jean BMI—Smith] Sure-handed stuff in the always exciting blues-shout vein. Group's lead warbler is strong, and he receives fine partytime sounds from the other singers and musicians. Teeners have a sock-rock treat here.

(B) "THREE BLIND MICE" (1:59) [Keymen & Marc Jean BMI—Rogers, Smith] Infectious blues-romantic rewrite of the old kiddie ditty.

JAZZ

WILLIS JACKSON (Prestige 258)
"Secret Love Pt. 1"/
"Secret Love Pt. 2"

JIMMY WITHERSPOON (Prestige 266)
"One Scotch, One Bourbon, One Beer"/"Baby Baby Baby"

RHODA SCOTT (Tru-Sound 421)
"I-Yi-Yi-Yi (Pt. 1)"/
"I-Yi-Yi-Yi (Pt. 2)"

RELIGIOUS

SONS OF FAITH (Nashboro 783)
"Winding Chain"/"Beautiful Land"

SIX TRUMPETS (Nashboro 782)
"Lord I'm In Your Care"/
"He'll Take Care Of You"

SINGING CRUSADERS (Nashboro 780)
"One Way To The Pearly Gate"/
"Oh Lord You've Been Good To Me"

GOSPEL SOLOTONES (Nashboro 779)
"Honey In The Rock"/
"Wrestling Jacob"

EDNA GALLMON COOKE (Nashboro 781)
"Jesus Is Mine"/
"Seven Steps To Hell"

THE CAMELOTS (Invicta 9005)

MARION WILLIAMS (Regent 222)
"The Lord Knows"/
"I'm Begging You Please"

PROF. ALEX BRADFORD (Regent 221)
"Because He Loves Me So"/
"He's All Right"

JEWEL GOSPEL SINGERS (Savoy 4194)
"God Don't Change"/"Disillusioned"

SUNRISING KINGS (Savoy 4193)
"Lord I've Tried"/"Bye And Bye"

JAMES CLEVELAND (Savoy 4192)
"No Need To Worry"/
"The Sun Will Shine After Awhile"

BANKS BROTHERS (Savoy 4191)
"Jesus Is Willing"/
"I Can Put My Trust In Jesus"

REV. CHARLES A. CRAIG (Gospel 1076)
"Never Alone"/"Heaven"

THE CARAVANS (Gospel 1077)
"Jesus I'll Never Forget"/
"See How The Lord Has Kept Me"

REV. R. T. JONES (Gospel 1078)
"I Feel That Spirit Moving"/
"God's Tomorrow"

THE COLEMANAIRS (Gospel 5816)
"Let The Light Come In"/
"Handwriting On The Wall"

GOSPEL CAVALIERS (Sharp 636)
"Wonderful Jesus"/
"This Is The Moment"

THE CHRISTONES (Sharp 637)
"Lord, It's Me"/
"I Love To Call His Name"

SENSATIONAL NIGHTINGALES (Peacock 1891)
"More Power"/"Behold God's Face"

PILGRIM JUBILEE SINGERS (Peacock 1894)
"I'm On The Right Road"/
"Restless Soul"

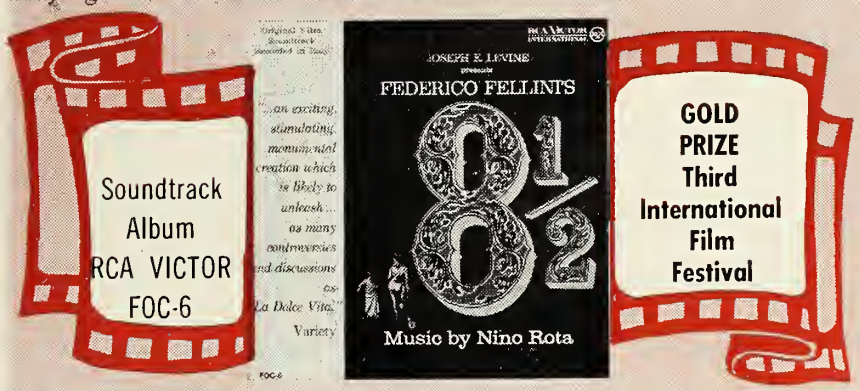
MIGHTY CLOUDS OF JOY (Peacock 1896)
"Nearer To Thee"/
"You'll Never Know"

4 BOX-OFFICE HITS...and "MORE"

FEDERICO FELLINI'S 8 1/2

Music by Nino Rota

Playing SRO at Festival Theatre and New Embassy on Broadway



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2. **BAKER STREET** an Alexander H. Cohen production. Lyrics and Music by Marion Grudeff and Ray Jessel.
3. **BARNUM** —The World's Fair Musical. An Alexander H. Cohen production. Lyrics and Music by Marion Grudeff and Ray Jessel.
4. **EAST SIDE-WEST SIDE** (CBS-TV, Mondays, 10 P.M.) starring George C. Scott. Produced by David Susskind. Music by Kenyon Hopkins.

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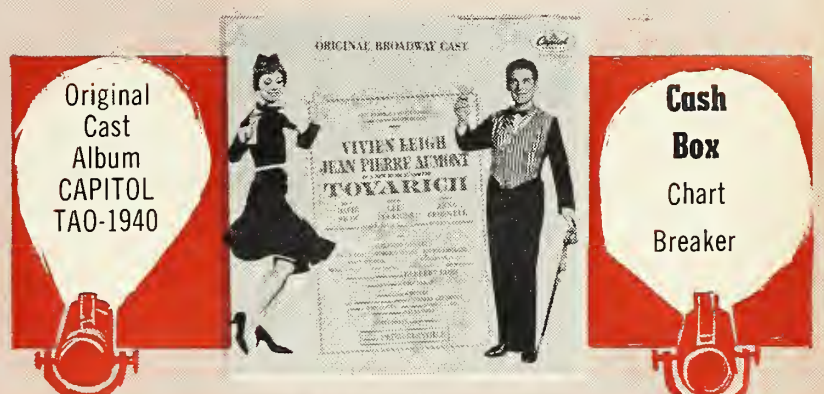

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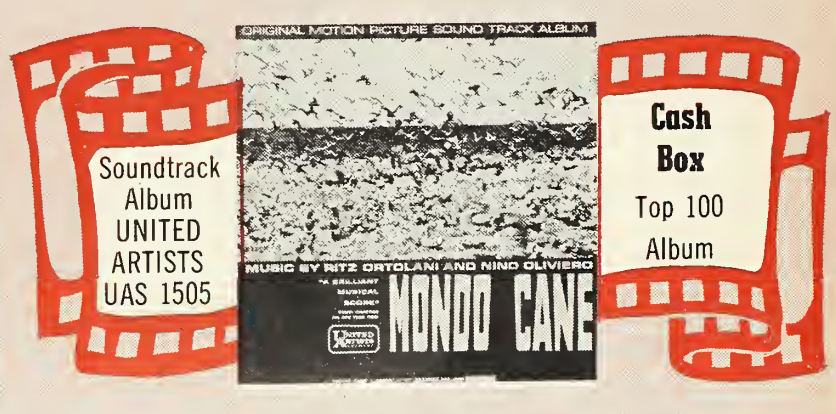
"MORE" THE ACADEMY AWARD SONG OF '64

MONDO CANE

Smash Hit—Coast to Coast



"MORE" . . . Cash Box Top 100

A Record (28) SINGLE and LP RECORDS (28)

★	1.	KAI WINDING	Verve	15.	ERNIE HECKSCHER	Columbia
	2.	RICK ALAN	20th Century Fox	15a.	ALLAN JONES	Allamar
	3.	STEVE ALLEN	Dot	16.	STEVE LAWRENCE	Columbia
	4.	CHARLIE BYRD	Riverside	17.	ENOCH LIGHT	Command
	5.	BOBBY CAPO	Twin Hits	18.	JACK NITZSCHE	Reprise
	6.	CLEBANOFF	Mercury	19.	RIZ ORTOLANI	United Artists
	7.	VIC DANA	Dolton	20.	BILL PURSELL	Columbia
	8.	MARTIN DENNY	Liberty	21.	ROBIN RANDAL	Derby
	9.	BILLY ECKSTINE	Mercury	22.	KATYNA RANIERI	London
	10.	JOHN GARY	RCA Victor	23.	DELLA REESE	RCA Victor
	11.	JACKIE GLEASON	Capitol	24.	SOUNDTRACK	United Artists
	12.	EARL GRANT	Decca	25.	CLARK TERRY	Cameo-Parkway
	13.	HARMONICATS	Columbia	26.	DANNY WILLIAMS	United Artists
	14.	JOE HARNELL	Kapp	27.	SI ZENTNER	Liberty

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Caracus

Mrs. RALPH PEER
President

CASH BOX TOP 100's PUBLISHERS

(Top 100 titles listed Alphabetically
See card for artist and label credit)

ABILENE 23
(Acuff-Rose—BMI)
*A BREATHTAKING GUY 87
(Jobete—BMI)
A MAN'S TEMPTATION 76
(Conrad-Karlan—BMI)

BE CAREFUL OF STONES THAT YOU THROW 30
(Acuff-Rose—BMI)
BLOWIN' IN THE WIND 5
(M. Witmark & Sons—ASCAP)
BLUE ON BLUE 38
(Famous—ASCAP)
BRENDA 45
(Sweck—BMI)

CANDY GIRL 9
(Saturday, Gavadima—ASCAP)

DANCIN' HOLIDAY 71
(Marc-Jean Keymen—BMI)
DANKE SCHOEN 22
(Roosevelt—BMI)
DAUGHTER 59
(Venetia—BMI)
DENISE 19
(Bright Tunes—BMI)
DESERT PETE 66
(Sleepy Hollow—ASCAP)
DETROIT CITY 13
(Cedarwood—BMI)
DON'T SAY GOODNIGHT AND MEAN GOODBYE 55
(Maggie—BMI)
DREAMER 75
(Rondak—BMI)
DROWNIN' MY SORROWS 60
(Merna—BMI)
DUM DUM DEE DUM 84
(Haymarket—BMI)

EASIER SAID THAN DONE 8
(Nom—BMI)
EVERYBODY MONKEY 64
(Valley—BMI)

FINGERTIPS 1
(Jobete—BMI)
FRANKIE AND JOHNNY 29
(Kags—BMI)

GOODNIGHT MY LOVE 68
(House of Fortune, Quintet—BMI)
GREEN, GREEN 17
(New Christy—BMI)
GROOVY BABY 81
(Cameo-Parkway—BMI)

*HAPPY PUPPY 100
(Metorion—BMI)
HARRY THE HAIRY APE 56
(Lowery—BMI)
*HEAR THE BELLS 100
(Bright Tunes—BMI)
HEAT WAVE 77
(Jobete—BMI)
HELLO MUDDUH, HELLO FADDUH! 25
(Curtain Call—ASCAP)
HELLO STRANGER 47
(McLaughlin—BMI)
HEY GIRL 31
(Screen Gems, Columbia—BMI)
HOOTENANNY 54
(Joy—ASCAP)
HOPELESS 18
(Brenner—BMI)
HOW MANY TEARDROPS 41
(Nom—BMI)

IF I HAD A HAMMER 36
(Ludlow—BMI)
I WANT TO STAY HERE 67
(Screen Gems, Columbia—BMI)
I (WHO HAVE NOTHING) 32
(Milky-Way, Trio, Cotillion—BMI)
I'M AFRAID TO GO HOME 61
(Geld-Udell—BMI)
IT HURTS TO BE SIXTEEN 72
(Rondak—BMI)
IT'S TOO LATE 62
(Prigan, Correctone—BMI)
I WILL LOVE YOU 88
(DeVorzon—BMI)
I WONDER 27
(Leeds—ASCAP)

JACK THE RIPPER 58
(Andval, Floretine—BMI)
JUDY'S TURN TO CRY 6
(Glamorous—ASCAP)
JUST ONE LOOK 10
(Premier—BMI)

*KIND OF BOY YOU CAN'T FORGET 83
(Trio—BMI)

LAND OF 1,000 DANCES 86
(Antole, Tunk-Kel—BMI)
LONELY SURFER 80
(Little Darlin'—BMI)
LOVE ME ALL THE WAY 90
(Jobete—BMI)
*LUCKY LIPS 100
(Tiger—BMI)

MAKE THE WORLD GO AWAY .. 37
(Pamper—BMI)
MAMA DON'T ALLOW 50
(Egypt Valley—BMI)
MARLENA 39
(Saturday, Gavdima—ASCAP)
MARTIAN HOP 70
(Screen Gems, Columbia—BMI)
MEMPHIS 15
(Arc—BMI)
MINUTE YOU'RE GONE 91
(Regent—BMI)
MOCKINGBIRD 14
(Saturn—BMI)
MONKEY TIME 34
(Curton, Paliro—BMI)
MORE 11
(E. B. Marks—BMI)
MY BOYFRIEND'S BACK 28
(Blackwood—BMI)
MY DADDY KNOWS BEST 89
(Jobete—BMI)
MY TRUE CONFESSION 53
(Lowery—BMI)
MY WHOLE WORLD IS FALLING DOWN 24
(Champion & Moss Rose—BMI)

NO ONE 52
(Hill & Range—BMI)
NOT ME 35
(Rock, Masters—BMI)

PAINTED, TAINTED ROSE 33
(Damian—ASCAP)
*PLEASE DON'T TALK TO THE LIFEGUARD 82
(Joy—ASCAP)
PRIDE AND JOY 20
(Jobete—BMI)

QUE SERA SERA 85
(Artist—ASCAP)

RING OF FIRE 16
(Painted Desert—BMI)
ROCK ME IN THE CRADLE OF LOVE 74
(Kalmann—ASCAP)

SATURDAY SUNSHINE 99
(U.S. Songs—ASCAP)
SHAKE A TAIL FEATHER 92
(Vanac—BMI)
SHAKE, SHAKE, SHAKE 43
(Brunswick—BMI)
SIX DAYS ON THE ROAD 48
(Newkyes)
SOMETIMES YOU GOTTA CRY A LITTLE 96
(Don—BMI)
SO MUCH IN LOVE 2
(Cameo-Parkway—BMI)
STILL #2 93
(Moss-Rose—BMI)
*STRAIGHTEN UP YOUR HEART .97
(McLaughlin—BMI)
*SUMMERTIME 98
(Gershwin—ASCAP)
SURF CITY 3
(Screen Gems, Columbia—BMI)
SURF PARTY 65
(C.C., Kalmann—ASCAP)
SUKIYAKI 51
(Beechwood—BMI)
SURFER GIRL 46
(Guild Sea Of Tunes—BMI)
SURFIN' HOOTENANNY 57
(Rendo—BMI)

THESE FOOLISH THINGS 78
(Bourne—ASCAP)
THIS IS ALL I ASK 63
(Massey—ASCAP)
TIE ME KANGAROO DOWN, SPORT 12
(Beechwood—BMI)
TILL THEN 21
(Pickwick—ASCAP)
TIPS OF MY FINGERS 49
(Treo—BMI)
TRUE LOVE NEVER RUNS SMOOTH 40
(Arch—ASCAP)
TWIST IT UP 26
(Kalmann, C.C.—ASCAP)

WAIT 'TIL MY BOBBY GETS HOME 42
(Mother Bertha, Trio—BMI)
*WHAT I GOTTA DO 94
(Screen Gems, Columbia—BMI)
WHEN A BOY FALLS IN LOVE .. 44
(Kags—BMI)
WIPEOUT 7
(Miraleste & Robinhood—BMI)
WITHOUT LOVE 69
(Suffolk, P.M.P.C.—BMI)

*YOU CAN NEVER STOP ME LOVING YOU 73
(Ridge—BMI)
*YOUR BABY'S GONE SURFIN' .. 95
(Lindtone—BMI)
(YOU'RE THE) DEVIL IN DISGUISE 4
(Elvis Presley—BMI)

20TH CENTURY-FOX RECORDS

PRESENTS

3 summer hits

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THE EARTH STOOD STILL

b/w

PATTY CAKE, PATTY CAKE

417

BIG DEE IRWIN

DONKEY WALK

418

MITZI LEE

LAVENDER BLUE

419

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CL 1720 — CS 8520

CL 1776 — CS 8576

CL 1574 — CS 8374

CL 1163 — CS 8022

CL 1074 — CS 8037

Recording on

COLUMBIA RECORDS

Cash Box TOP 100 Albums

MONAURAL — **AUGUST 10, 1963**

Pos.	Last Week		
1	1	DAYS OF WINE AND ROSES	Andy Williams (Columbia CL 2015)
2	2	MOVIN'	Peter, Paul & Mary (Warner Bros. WB 1473)
3	3	SURFIN' U.S.A.	Beach Boys (Capitol T 1890)
4	9	BYE BYE BIRDIE	Soundtrack (RCA Victor LS 01081)
5	4	WEST SIDE STORY	Film Track (Columbia OL 5670)
6	6	LAWRENCE OF ARABIA	Filmtrack (Capitol CP 514)
7	23	LITTLE STEVIE WONDER THE 12 YEAR OLD GENIUS	(Tamla 249)
8	7	JAMES BROWN AT THE APOLLO	(King 826)
9	10	THE BARBRA STEISAND ALBUM	(Columbia CL 2007)
10	5	CLEOPATRA	Filmtrack (20th Century Fox 5008)
11	8	I LOVE YOU BECAUSE	Al Martino (Capitol T 1914)
12	15	THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER	Nat "King" Cole (Capitol T 1932)
13	16	PETER, PAUL & MARY	(Warner Bros. WB 1449)
14	11	THE CONCERT SINATRA	Frank Sinotro (Reprise R 1009)
15	13	THEMES FOR YOUNG LOVERS	Percy Faith (Columbia CL 2023)
16	14	I WANNA BE AROUND	Tony Bennett (Columbia CL 2000)
17	18	I'LL CRY IF I WANT TO	Lesley Gore (MG 20805)
18	38	SHUT DOWN	Beach Boys (Capitol E 1919)
19	17	KINGSTON TRIO #16	(Capitol T 1871)
20	21	HOW THE WEST WAS WON	Soundtrack (MGM 1 E 5)
21	35	TRINI LOPEZ AT PJ's	(Reprise R 6093)
22	12	UNIQUELY MANCINI	Henry Mancini (RCA LM 2692)
23	26	MOON RIVER	Andy Williams (Columbia CL 1809)
24	19	LITTLE TOWN FLIRT	Del Shannon (Bigtop 1038)
25	28	STILL	Bill Anderson (Decca DL 7 4427)
26	27	LOVE THEMES FROM CLEOPATRA	Ferrante & Teicher (United Artists UAL 3290)
27	22	I LEFT MY HEART IN SAN FRANCISCO	Tony Bennett (Columbia CL 1869)
28	20	SURFING	Ventures (Dolton BLP 2022)
29	31	JOAN BAEZ IN CONCERT	(Vanguard VRS 9112)
30	25	SUKIYAKI	Billy Vaughn (Dot DLP 3523)
31	29	PAUL ANKA'S 21 GOLDEN HITS	(RCA Victor LM 2691)
32	37	TELL TALL TALES	New Christy Minstrels (Columbia CL 2017)
33	30	FOR YOUR SWEET LOVE	Rick Nelson (Decca DL 4419)
34	49	SO MUCH IN LOVE	Tymes (Parkway P 7032)
35	24	SUKIYAKI	Kyu Sakamoto (Capitol DT 10349)
36	52	RING OF FIRE	Johnny Cash (Columbia CL 2053)
37	41	OLDIES BUT GOODIES, VOL. 5	Various Artists (Original Sound LPM 5007)
38	34	HOBO FLATS	Jimmy Smith (Verve V 8544)
39	32	JOHNNY'S NEWEST HITS	Johnny Mathis (Columbia CL 2016)
40	36	STARDUST	Arthur Fiedler & Boston Pops Orch. (RCA Victor LM 2670)
41	40	STREETS I HAVE WALKED	Harry Belafante (RCA Victor 2695)
42	39	PIPELINE	Chantays (Dot DLP 3516)
43	57	BLUE ON BLUE	Bobby Vinton (Epic LN 24068)
44	33	FIRST FAMILY VOL. II	Vaughn Meader (Cadence CLP 3065)
45	42	LATIN RENDEZVOUS	Mantovani (London LL 3295)
46	43	THE WONDERFUL WORLD OF LOVE	Robert Goulet (Columbia CL 1993)
47	47	IT HAPPENED AT THE WORLD'S FAIR	Elvis Presley (RCA Victor LPM 2697)
48	44	BROADWAY—MY WAY	Nancy Wilson (Capitol T 1828)
49	46	UNITED STATES MARINE BAND	(RCA Victor LPM 2687)
50	45	LIVIN' IT UP	Bert Kaempfert (Decca DL 4374)
51	63	SURFIN' WITH THE ASTRONAUTS	(RCA Victor LM 2760)
52	48	SHE LOVES ME	Original B'way Cast (MGM E 4118-2)
53	50	ROY ORBISON'S GREATEST HITS	(Monument M 8000)
54	54	AIN'T THAT A SHAME	Four Seasons (VeeJay 1059)
55	65	MINK JAZZ	Peggy Lee (Capitol T 1850)
56	51	YOU CAN'T SIT DOWN	Dovells (Parkway P 7025)
57	56	ERROLL GARNER ONE WORLD CONCERT	(Reprise R 6081)
58	53	OUR MAN IN HOLLYWOOD	Henry Mancini (RCA Victor LPM 2604)
59	66	WE GO TOGETHER	Paul & Paula (Philips PHM 200-089)
60	58	OLIVER	Original B'way Cast (RCA Victor LMOD 2004)
61	68	MONDO CANE	Soundtrack (United Artists UAL 4105)
62	71	PATSY CLINE STORY	(Decca DXSB 7176)
63	73	CALL ON ME	Babby Bland (Duke DLP 77)
64	55	1963's EARLY HITS	Lawrence Welk (Dot DLP 3S10)
65	80	SURF CITY	Jan & Dean (Liberty LRP 314)
66	59	THINK ETHNIC	Smothers Brothers (Mercury MG 20777)
67	69	MURRAY THE K'S 1962 GOLDEN GASSERS	(Scepter 510)
68	60	HAIL THE CONQUERING NERO	Peter Nero (RCA Victor LPM 2638)
69	75	I WILL FOLLOW HIM	Little Peggy March (RCA Victor LPM 2732)
70	74	FILM SPECTACULAR	Stanley Black (London L 3313)
71	78	18 YELLOW ROSES	Bobby Darin (Capitol T 1942)
72	62	AWARD WINNING MOTION PICTURE HITS	Connie Francis (MGM E 4048)
73	—	SUNNY SIDE	Kingston Trio (Capitol ST 1935)
74	82	MORE (SOUL SURFIN')	Kai Winding (Verve V 8551)
75	85	IN DREAMS	Roy Orbison (Monument 8003)
76	64	GRAVY WALTZ	Steve Allen (Dot DLP 3515)
77	70	THE MOTOR-TOWN REVUE	Various Artists (Motown 609)
78	67	YES SIRREE	Earl Grant (Decca DL 4405)
79	61	SONGS I SING ON THE JACKIE GLEASON SHOW	Frank Fontaine (ABC Paramount ABC 442)
80	—	CHUCK BERRY ON STAGE	(Chess LP 1480)
81	93	THIS TIME BY BASIE	Count Basie (Reprise R 6070)
82	—	FRANK FONTAINE SINGS LIKE CRAZY	(ABC Paramount 460)
83	76	JALOUSIE	Arthur Fiedler (RCA Victor LPM 2661)
84	88	HOOTENANNY	Various Artists (Kapp KL 1330)
85	89	ENCORE WOODY HERMAN	(Philips PHM 200-092)
86	—	HOLLYWOOD MY WAY	Nancy Wilson (Capitol T 1934)
87	81	TEENAGE TRIANGLE	Jimmy Darren, Shelley Fabares, Paul Petersen (Colpix SCP 444)
88	77	COAST TO COAST	Arthur Prysock (Oldtown 2005)
89	83	SINCERELY YOURS	Robert Goulet (Columbia CL 1931)
90	—	GOLDEN GOODIES VOL II	Various Artists (Roulette R 2S210)
91	95	BEACH PARTY	Chubby Checker (Parkway 7030)
92	100	DR. NO	Film Trock (United Artists UAL 4108)
93	97	DAVE BRUBECK AT CARNEGIE HALL	(Columbia C2L 26)
94	98	GOLDEN GOODIES VOL VII	Various Artists (Roulette 25212)
95	99	THE HAPPY PUPPY	Bent Fabric (Atco 1S5)
96	—	WIPEOUT	Surfaris (Dot DLP 3S35)
97	87	GENE PITNEY SINGS WORLD-WIDE WINNERS	(Musicor Ms 300S)
98	—	SCARLETT O'HARA	Lawrence Welk (Dot DLP 3S28)
99	—	IT'S BIGGER THAN BOTH OF US	Dave Gardner (RCA Victor LPM 2761)
100	—	LOU CHRISTIE	(Roulette R 25208)

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS ● **Indicates Strong Upward Move**

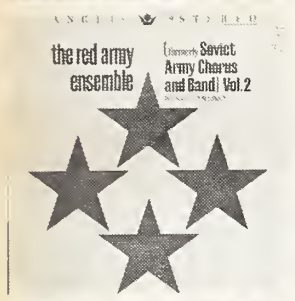
TOP 50 STEREO

Pos.	Last Week		
1		DAYS OF WINE AND ROSES	Andy Williams (Columbia CS 881S)
2		WEST SIDE STORY	Film Track (Columbia OS-2070)
3		BYE BYE BIRDIE	Soundtrack (RCA Victor LSO 1081)
4		MOVIN'	Peter, Paul & Mary (Warner Bros. W5 1473)
5		CLEOPATRA	Filmtrack (20th Century Fox SXG 5008)
6		LAWRENCE OF ARABIA	Soundtrack (Colpix SCP 514)
7		SURFIN' U.S.A.	Beach Boys (Capitol ST 1890)
8		THE CONCERT SINATRA	Frank Sinatra (Reprise R 9 1009)
9		THE BARBRA STREISAND ALBUM	(Columbia CS 8807)
10		THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER	Nat "King" Cole (Capitol ST 1932)
11		I LOVE YOU BECAUSE	Al Martino (Capitol ST 1914)
12		UNIQUELY MANCINI	Henry Mancini (RCA LSP 2692)
13		PETER, PAUL & MARY	(Warner Bros. WS 1449)
14		MOON RIVER	Andy Williams (Columbia CS 8609)
15		THEMES FOR YOUNG LOVERS	Percy Faith (Columbia CS 8823)
16		I WANNA BE AROUND	Tony Bennett (Columbia CS 8800)
17		LOVE THEMES FROM CLEOPATRA	Ferronte & Teicher (United Artists UA5 3290)
18		SUKIYAKI	Billy Vaughn (Dot DLP 2SS23)
19		I LEFT MY HEART IN SAN FRANCISCO	Tony Bennett (Columbia C5 8669)
20		HOW THE WEST WAS WON	Soundtrack (5E 1 E 5)
21		KINGSTON TRIO #16	(Capitol ST 1871)
22		STREETS I HAVE WALKED	Harry Belafonte (RCA Victor LSP 2695)
23		TRINI LOPEZ AT PJ'S	(Reprise R 9 6093)
24		SURFIN' WITH THE ASTRONAUTS	(RCA Victor LSP 2760)
25		MONDO CANE	Soundtrack (United Artists UAS 510S)
26		LATIN RENDEZVOUS	Mantovani (London PS 295)
27		TELL TALL TALES	New Christy Minstrels (Columbia CS 8817)
28		STARDUST	Boston Pops Orch. (RCA LSP 2670)
29		SURFING	Ventures (Dolton BST 8022)
30		FILM SPECTACULAR	Stanley Black (London SP 44025)
31		HOBO FLATS	Jimmy Smith (Verve V 68S44)
32		SHUT DOWN	Beach Boys (Capitol ST 1919)
33		THIS TIME MY BASIE	Count Basie (Reprise R 9 6070)
34		SUNNY SIDE	Kingston Trio (Capitol T 193S)
35		STILL	Bill Anderson (Decca DL 7 4427)
36		JOHNNY'S NEWEST HITS	Johnny Mathis (Columbia CS 8816)
37		SUKIYAKI	Kyu Sakamoto (Capitol DT 10349)
38		I'LL CRY IF I WANT TO	Lesley Gore (MGS 20805)
39		RING OF FIRE	Johnny Cash (Columbia CS 88S3)
40		PIPELINE	Chantays (Dot DLP 2SS16)
41		OUR MAN IN HOLLYWOOD	Henry Mancini (RCA Victor LSP 2604)
42		WE GO TOGETHER	Paul & Paula (Philips PHS 600-089)
43		UNITED STATES MARINE BAND	(RCA Victor LSP 2687)
44		MONDO CANE	Martin Denny (Liberty LST 7307)
45		SHE LOVES ME	Original B'way Cast (MGM SE4118-2)
46		ERROLL GARNER CONCERT	(Reprise R 9 6081)
47		IT HAPPENED AT THE WORLD'S FAIR	Elvis Presley (RCA Victor LSP 2697)
48		BROADWAY—MY WAY	Nancy Wilson (Capitol ST 1828)
49		MINK JAZZ	Peggy Lee (Capitol ST 1850)
50		JALOUSIE	Arthur Fiedler (RCA Victor LSC 2661)

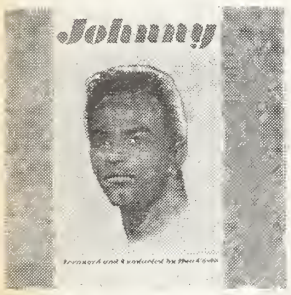
Cash Box ALBUM REVIEWS

POPULAR PICKS OF THE WEEK

"THIS IS ALL I ASK"—Tony Bennett—Columbia 2056
Tony Bennett follows a string of four hit singles and three best-selling albums with this Columbia outing tagged after his current click, "This Is All I Ask." The songster has gathered together an easy-listening set of ballads and rhythm tunes that are enhanced by the Bennett-styled delivery. Slick sides here are "Autumn In Rome," "Tricks" and "On The Other Side Of The Tracks." Watch this one skyrocket to the charts in short order.



"RED ARMY ENSEMBLE/Vol. 2"—Angel 36143
Here is one of those rare albums that comes along once in a great while that merits special attention and praise. In this second volume the Red Army Chorus and Band exhibit every facet of their artistry and enthusiasm that made the first vol. an all-time best-seller for the label. The voices are dynamic and the selections are lyrical gems. "Song Of The Plains" and "The Courageous Don Cossacks" are prime examples. Stereo reproduction is first-rate and the disk looms as an immediate best-seller.



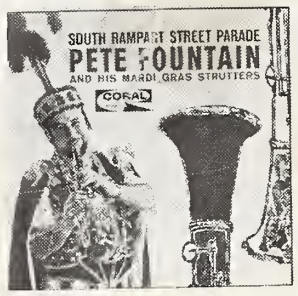
"JOHNNY"—Johnny Mathis—Columbia CL 2044
Although Johnny Mathis is no longer associated with Columbia, this first-rate program of uptempo items and ballads should score heavily in the coin department. Don Costa, who conducts the ork for the session, has created some fresh, full-bodied arrangements tailor-made for the songster's rich swingin' style. Among the best bets here are "Easy Does It," "Miracles" and "I Can't Believe That."

"RAMBLIN' "—New Christy Minstrels—Columbia CL 2055
The New Christy Minstrels, who are currently riding the charts with their "Green, Green" single and "Tall Tales, Legends And Nonsense" LP, unleash their versatile chanting and instrumental talents full blast on this their fourth pop-folk album session. The group's infectious, vibrant style readily communicates folk messages as they turn in top-drawer readings of "Ramblin'," "A Travelin' Man" and "Ride, Ride, Ride." Disk should develop into a sales blockbuster.

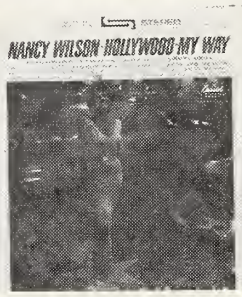
"SWINGING WEST"—Steve Lawrence—Columbia CL 2052
Steve Lawrence, who pulled plenty of loot with his last album, "Winners," comes up with a potent follow-up LP stanza with this new session of western-flavored tunes. With the exception of the opening tune, "The Day The West Was Swung," a lively original written for this disk, all the selections are pop favorites. The chanter's rich, wide-range, baritone voice carries him in good stead on "Home On The Range," "Ramblin' Rose" and "I Can't Stop Loving You." Eye the package for rapid acceptance.

"LOVE THEME FROM CLEOPATRA AND MUSIC FROM OTHER GREAT MOTION PICTURES STARRING ELIZABETH TAYLOR"—David Rose—MGM E 4144
David Rose has had a superlative track record with his last several LP releases and this new disk boasting themes from "Cleopatra" and other flicks starring Elizabeth Taylor seems destined for quick success. The smooth, polished, professional Rose orchestral touch is firmly showcased in top-notch readings of "Anthony And Cleopatra Theme," "Cat On A Hot Tin Roof" and "Gloria" from "Butterfield 8." Standout entertainment.

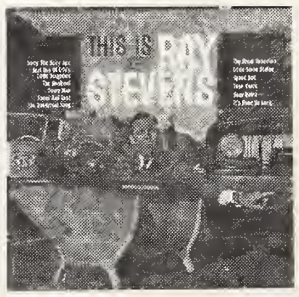
"THE LANGUAGE OF LOVE"—Jerry Vale—Columbia CL 2043
Jerry Vale saw considerable chart action this past year with his two albums, "Arrivederci Roma" and "I Have But One Heart," and this new session on Columbia has the same success ingredients to carry it to chartsville. The chanter delivers these romantic ballads with warmth and lyrical purity, and his legions of fans will surely dig his treatments of "You Belong To My Heart," "Two Different Worlds" and "The Song of Moulin Rouge."



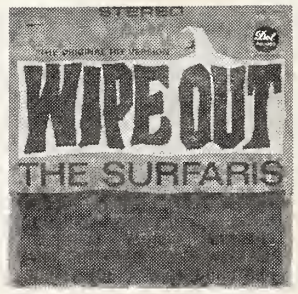
"SOUTH RAMPART STREET PARADE"—Pete FOUNTAIN—Coral CRL 757440
Pete Fountain has earned many laurels with his previous Dixie jazz stylings but this new Coral set ranks as one of his most swingin' sets in recent years. The concept here is of a parade and although all the tunes are not all marches the lively Fountain aggregation gives each item a festive flavor. The clarinetist is in superb form on "The Second Line," "Over The Waves" and "Washington And Lee Swing." Disk should pull loads of loot.



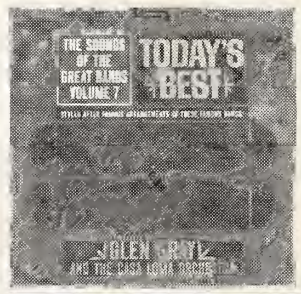
"HOLLYWOOD—MY WAY"—Nancy Wilson—Capitol ST 1934
Flick themes have been a popular concept LP product for the past several years and Nancy Wilson cashes-in on this trend on this delightful set of film favorites from 1963 to the 1962. Jimmy Jones has come up with some sparkling arrangements which effectively showcase the lark's wide-range emotion-packed vocal style. The songstress is in fine form on "Dearly Beloved," "My Shining Hour" and "Moon River." Disk seems destined to create plenty of consumer excitement.



"THIS IS RAY STEVENS"—Mercury SR 60828
Ray Stevens, who captured the public's fancy with "Ahab The Arab" and more recently, "Harry The Hairy Ape," sings a dozen self-penned tunes on this new Mercury platter. The songster happily combines vocal shenanigans with clever material to come up with some rib-tickling songs. On this set the singer entertains delightfully with "Harry The Hairy Ape," "The Great Sebastian" and "The Deodorant Song." Should be a winner.



"WIPEOUT"—The Surfaris—Dot DLP25535
The Surfaris, currently clicking with "Wipeout," cash in on the success of the single to tag this Dot album. The group unleashes its instrumental talents on a bag of current and recent hits and flavors them with the new surf sound which is spreading across the country. Best bets here are "You Can't Sit Down," "Wild Weekend" and " Green Onions." Plenty of coin to be reaped here.



"TODAY'S BEST"—Glen Gray—Capitol ST1938
Glen Gray, who scored a while back with his "Great Bands" series makes a potent bid for a return to the charts with this tasteful album of current hits done up in the manner of the big bands of two decades ago. Duke Ellington's "A Train" is the format for "Stranger On The Shore" and Charlie Barnet's "Cherokee" makes a suitable styling for "The Sweetest Sounds." The set has enough built-in success ingredients to make a chart stand.

"DANCE, DANCE, DANCE"—Joey Dee—Roulette R25221
Joey Dee titles this new Roulette session after his recent swinger, "Dance, Dance, Dance," which was a pop-r&b click in recent weeks. The wailer follows thru in the same vein with a group of rockin', teen-angled dance delights that'll bring the kids out in droves. Lively bands here are "Dance Calypso," "You Can't Sit Down" and "Let's Have A Party."

"THEY STOPPED THE SHOW!"—Various Artists—Decca DL 79111
Original cast albums have been extremely successful since their introduction twenty years ago. This new Decca disk, boasting the original artists rendering a fine dozen popular Broadwey musical gems, is aimed at this vast legion of theatre buffs. The disk contains such highlights as "My Heart Belongs To Daddy" by Mary Martin, John Raitt's "Soliloquy" and "I Wanna Get Married" by Gertrude Niesen. Loads of potential here.

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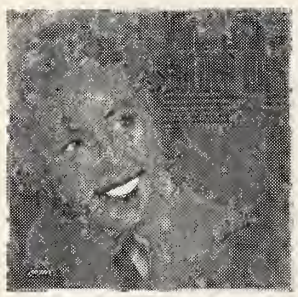
Cash Box ALBUM REVIEWS

"CHART BUSTERS—VOLUME 2"—Various Artists—Capitol ST 1945
Here's a delightful package for summer listening enjoyment featuring a high-powered bevy of the label's most commercial artists singing a varied program of their recent and current chart-riders. The disk covers a broad spectrum of material from folk to rock 'n' roll. Highlights here include "I Love You Because" by Al Martino, "Greenback Dollar" by the Kingston Trio and "Surfin' U.S.A." by the Beach Boys.

"SONGS FOR GOLFERS"—Oscar Brand—Elektra EKL 237
Oscar Brand, who has earned many laurels in the past for his distinctive folk stylings, directs his attention at golfers on this new laugh-filled Elektra session. The chanter's easy-going tongue-in-cheek style carries him in good stead as he offers some impressive, witty renditions of "Glorious," "Golf Widow" and "Old Golfers Never Die." Many yocks to be had here.

"A SEASON FOR MY BELOVED"—Hugo Winterhalter—ABC-Paramount ABC 447
Ace orkster Hugo Winterhalter kicks off his ABC-Paramount career with first-rate program of season-oriented evergreens utilizing a wide variety of tempi. Winterhalter, who created the arrangements here himself, skillfully leads his ork and chorus through their paces with exactly the right touch for either dancing or listening pleasure. Among the standout tracks here are "I'll Remember April," "Misty" and "September Song."



"VERA LYNN'S GOLDEN HITS" — London LL3294
The warm, throaty vocal charms of Vera Lynn are aimed at nostalgia in this package of her oldies from London. The songstress was an international best-seller on many of the tunes here several decades ago and her loyal coterie of admirers will find this an ear-captivating session. Beginning with "Auf Wiederseh'n Sweetheart," the lark continues with winning renditions of such hits as "If You Love Me" and "We'll Meet Again." Disk is a stalwart catalog item with strong initial sales potential.

"GEORGIA BROWN"—Coral CRL757436
Georgia Brown has established herself as one of the most important up and coming vocalists on the scene with her performance in the Broadway hit, "Oliver!" and appearances on TV. The lark's emotion-packed voice and interpretive delivery are haunting and reveal a rare purity. She is outstanding on "Misty," "Bye Bye Blues" and Willow Weep For Me." The thrush could strike paydirt with this one.

"THE BEST OF THE AMES BROTHERS" — RCA Victor LSP1859
The Ames Brothers recreate some of their best-selling singles on this LP cut during their days with Victor. The boys pulled plenty of coin with these tunes the first time and could very well reap in a lot more this second time around. Plenty of melodic nostalgia here as the songsters survey "The Naughty Lady of Shady Lane," "Bonnie Lassie" and "You You You."

"THE WARM WORLD OF JOAO GILBERTO"—Atlantic 8076
Although the release of bossa nova product continues at a rapid-fire pace little of it is authentic. Joao Gilberto is an exception to the rule. The Latin American jazzman-chanter fully understands all of the poignant depth and subtlety of the bossa nova idiom. While backed by a small swingin' combo the artist offers top-flight readings of "Rosa Morena," Bim Bom" and "Chega De Saudade." Superb listening throughout.

"GROUP OLDIES BUT GOODIES" — Various Artists — Smash SRS 67038
Here's a top-drawer package of while-back teen hits by the original groups that made them famous. Although many of today's kids will not know the tunes or artists they can certainly appreciate the sincere, meaningful fashion in which the songs are offered. Among the best tracks here are "Baby Oh Baby" by the Shells, the Echoes' "Baby Blue" and "Till" by the Angels. Prime programming fare.

"ROCKIN' TOKYO"—Various Artists—Capitol DT 10342
With Kyu Sakamoto's recent tremendous success with "Sukiyaki" there is unprecedented interest in Japanese artists. This new Capitol LP features some of Japan's top recording artists offering an interesting program of while-back Top 40 U.S. hits. The performers dish-up the American tunes in their own distinctive swingin' styles with enough appeal to attract droves of American teens. A potent deejay disk.

"FRANKIE AVALON SINGS CLEOPATRA" — Chancellor CHL5032
Frankie Avalon sings his version of a tune called "Cleopatra" (not the flick theme) and follows it up with 13 other easy-paced items on Chancellor. The songster gets some standout arrangement assist from such luminaries as Don Costa, Jimmy Haskell and Russ Faith which add much to the proceedings here. "Who Else But You," "Gotta Get A Girl" and "After You've Gone" are among the pleasing items sure to go over big with his followers.

"MEADOWLAND"—Don Cossack Chorus—Decca DL710076
The Don Cossack Chorus, which has been delighting audiences all over the world for more than four decades, sings a dozen of its concert favorites on this gold label disk from Decca. With Serge Jaroff on the podium, the men are guided through a wide variety of musical areas and their voices are as pure at a whisper as they are exciting at full volume. Included here are "Meadowland," "Recollections of Tchaikovsky" and "The Don Cossack Anthem."

"DANCERS CHOICE"—Ralph Marterie—United Artists UAS 6285
In the past two years dancing has become popular again. Ralph Marterie has always played for dancers so it's quite natural that the orkster should come up with an LP geared for his large terpsichorean following. This is just such a set. The smooth, polished Marterie aggregation shines on "In A Mellow Tone," "Can't We Be Friends" and "Everything I Have Is Yours." A sparkling package.

"IMPRESSIONS OF HOLLYWOOD'S BAD BUT BEAUTIFUL GIRLS"—Stan Applebaum—Warner Bros. 1502
Composer-arranger-conductor-pianist Stan Applebaum directs his musical attention at Hollywood's flick chicks on this delightful new romp from Warner Bros. While playing the 88 and directing the ork, Applebaum comes up with some lush, moody readings of such popular film favorites as "Laura," "Whatever Lola Wants" and "Ruby." Perfect late hours mood companion.

"IRMA LA DOUCE" — Jack Lemmon — Capitol ST1943
Jack Lemmon has been delighting audiences for years with his antics on the screen and now gives evidence of another side of his talents as he turns pianist for this program of selections from "Irma La Douce," his latest flick. The actor-88'er is ably backed by orkster Jack Marshall who also provides some inventive arrangements. Despite an obvious lack of technical training, the pianist's handling of the score is pleasant and easy-going. The set should evoke interest from his many admirers.

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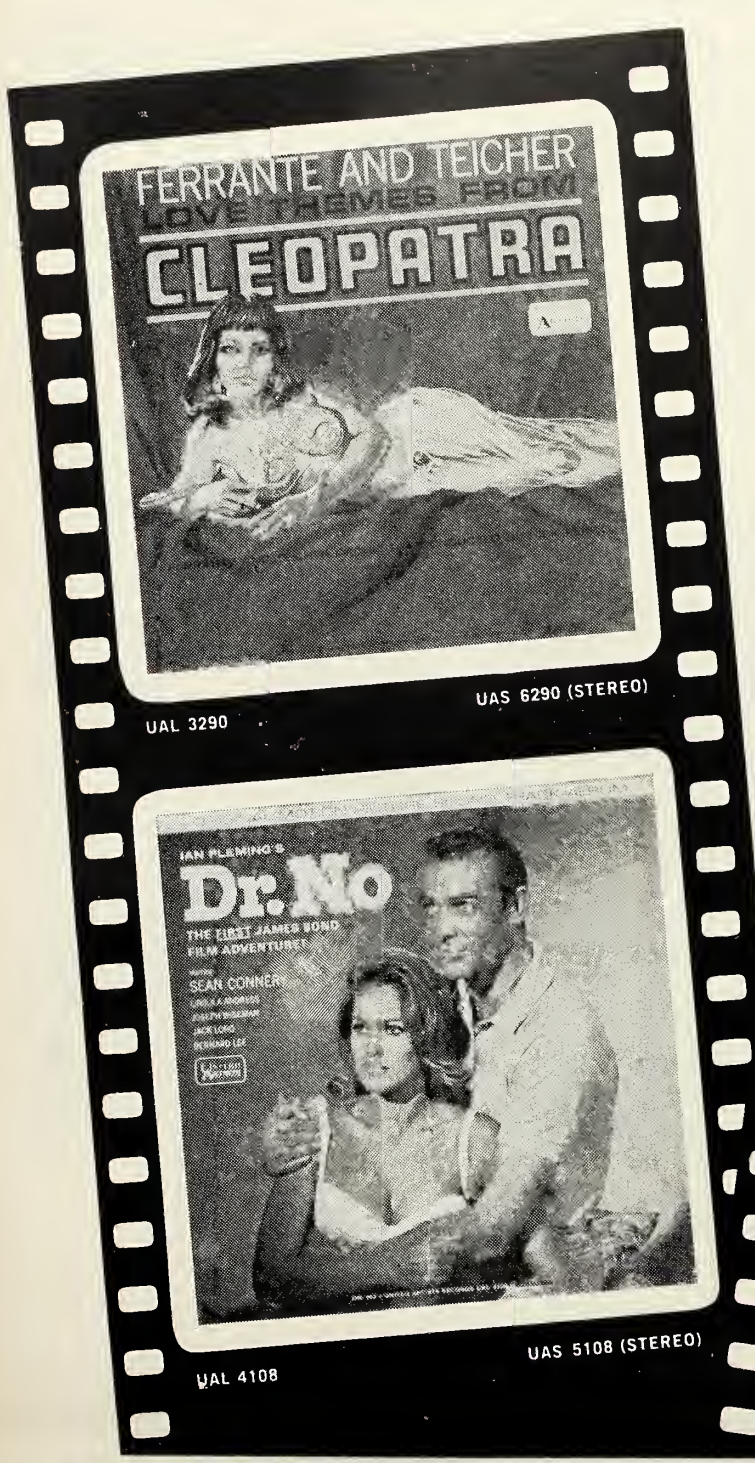
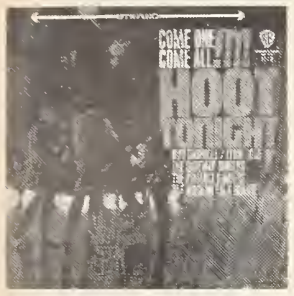
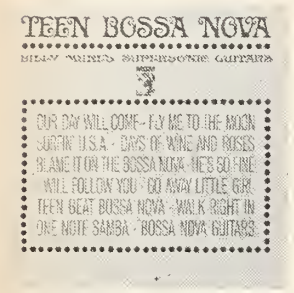


Cash Box ALBUM REVIEWS



"HOOT TONIGHT!"—Various Artists—Warner Bros. 1512
With the success of the "Hootenanny" TV'er many labels have picked-up the magazine concept of releasing folk albums. This new disk from WB, featuring Bud Dashiell, the Gateway Singers, Lynn Gold, the Phoenix Singers and the Modern Folk Quartet, is just such a session. The set is presented as an actual folk get-together spotlighting the various performers in concert. Highlights here include "Hound Dog" by Lynn Gold and "Linstead Market" by the Gateways.



"TEEN BOSSA NOVA"—Billy Mure's supersonic Guitars—MGM E 4131
Here's an interesting set which perfectly combines the free-flowing, feathery-light bossa nova style with the swingin' teen-angled sounds of modern rock 'n roll. Ace guitarist Billy Mure along with his Supersonic Guitars and ork dish-up a warm bevy of recent chart hits in the warm, infectious danceable Latin technique. Among the standout tracks here are "Days Of Wine And Roses," "Go Away Little Girl" and "I Will Follow You." Top-notch listening and terpsichorean enjoyment throughout.

"OPEN YOUR HEART"—Andrews Gospel Singers—Capitol ST 1959
The Andrews Gospel Singers are an exciting, authentic pop-gospel group with a distinctive, soulful sound. The girls feelingful approach is aptly suited to both rhythmic uptempo items and slow-moving, deeply-religious numbers. The group shines as they turn in outstanding versions of "Open Your Heart," "I Won't Turn Back" and "Walk All Over God's Heaven." Superior gospel fare.

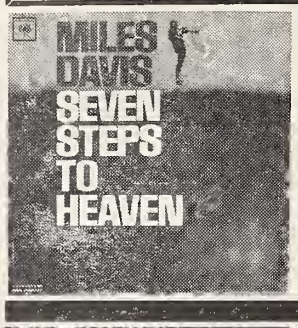
"SONGS OF THE FANTASTIC 50's" — Earl Bostic—King 838
Earl Bostic showcases his talents on the alto sax, soprano sax and clarinet on this package of dance music from King. The saxist selects a time-worn set of melodies that bear repeated listening and gives them a variety of danceable tempos. Easy-listening bands here are "Love Letters In The Sand," "Your Cheatin' Heart" and "Cherry Pink and Apple Blossom White."

"HOLIDAY FOR DP'S"—Andre Popp—Palette MPZ 1022
Here's an unusual instrumental package from Palette featuring the talents of composer-conductor-arranger Andre Popp. All of the tunes here were written by the orkster and reflect a flavorful Gallic charm and freshness. Although the composer is yet unknown in this country, this album serves as an excellent showcase for his artistry. Soft music-programmers should find plenty of entertaining listening in "Holiday For DP's," "Grandpa's Cinema" and "Shopping In Paris."

"THIS IS A CITY?" — Steve Karmen — Jubilee JGM 2048
Once in a while an entertainer comes on the scene of special merit. Such a performer is Steve Karmen. The young chanter-guitarist has an infectious wide-range vocal style and a polished, smooth delivery. On this Jubilee set Karmen offers a satrical program of self-penned tunes (set to standard melodies) about city life. While assisted by the noteworthys he turns in top-drawer renditions of "On The Island Of Coney," "The Ballad Of Dr. Zorba" and "Home With A Range."

"CHEER UP ME LADS"—Outsiders—Argo 4028
Although the bulk of recorded folk music falls into the ballad slot, there is a wealth of valid folk material which is in a lighthearted happy vein. The Outsiders, a new pop-folk duo, offers a rousing program of traditional and original happy-go-lucky items on this new Argo release. The boys shine on "The Diamond," "Haul 'Em Away" and "Meanest Man In Town." Top-notch listening enjoyment throughout.

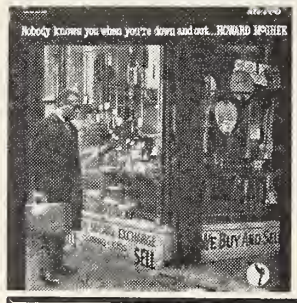
JAZZ PICK OF THE WEEK



"SEVEN STEPS TO HEAVEN"—Miles Davis—Columbia CL 2051
Miles Davis has come a long way from his early bebop days on Gotham's famed 52nd Street. He is probably one of the musically articulate jazz trumpeters around today. On this new Columbia set Davis offers an interesting program of standards in his highly-personal, lyrical bluesy style. While backed by small combo, the artist really wails on "Basin Street Blues," "I Fall In Love Too Easily" and "So Near So Far." Superior jazz fare.

"THE THEME FROM 'BEYOND THE FRINGE & ALL THAT JAZZ"—Dudley Moore—Atlantic 1403
Dudley Moore is truly a multi-talented performer. In addition to being one of the stars of the click British Broadway revue, "Beyond The Fringe," he is also an accomplished jazz 88'er as evidenced by this swingin' Atlantic set. Although Moore is not a stunning innovator he does demonstrate a formidable lyrical approach on "I Love Paris," "What's New" and "Just In Time." Jazzophiles should come out in strength for the disk.

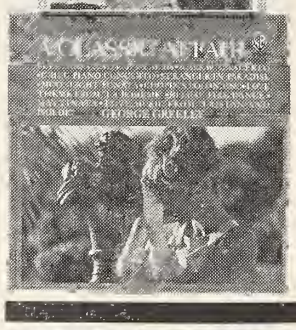
"BOBBY HACKETT PLAYS MANCINI" — Epic LN 24061
Over the past several years Henry Mancini has acquired a reputation as one of the most prelific composers in the popular idiom. On this new swingin' Epic set ace jazz cornetist Bobby Hackett offers a musical tribute to Mancini by rendering a nifty program of his tunes. Hackett's mellow, lyrical midstream approach if superbly spotlighted on "Baby Elephant Walk," "Days Of Wine And Roses" and "Moon River." One of the best albums that Hackett has cut in quite a while.



"NOBODY KNOWS YOU WHEN YOU'RE DOWN AND OUT"—Howard McGhee—United Artists UAJS 15028
Although Howard McGhee has been missing from the jazz scene for several years, he is no newcomer having paid his dues as an apprentice in the early bebop era. On this new United Artists set the trumpeter displays all of his well-known technical artistry plus fresh, modern outlook as he turns in top-notch readings of "Lonely Town," "Why Run Away" and "Fly Me To The Moon." Superior jazz fare.

CLASSICAL PICKS OF THE WEEK

STRAVINSKY: Rite Of Spring; Antal Dorati conducting the Minneapolis Symphony Orchestra —Mercury SRW 18027
Although it is now fifty years old, Stravinsky's "The Rite Of Spring" still remains one of the most controversial pieces in modern body of classical music. Antal Dorati captures all of the improvisatory ideas and low-register harmonics on this first-rate Mercury Wing reading. The conductor does not attempt to carbon-copy other versions of the work but treats it in an exciting, original fashion.

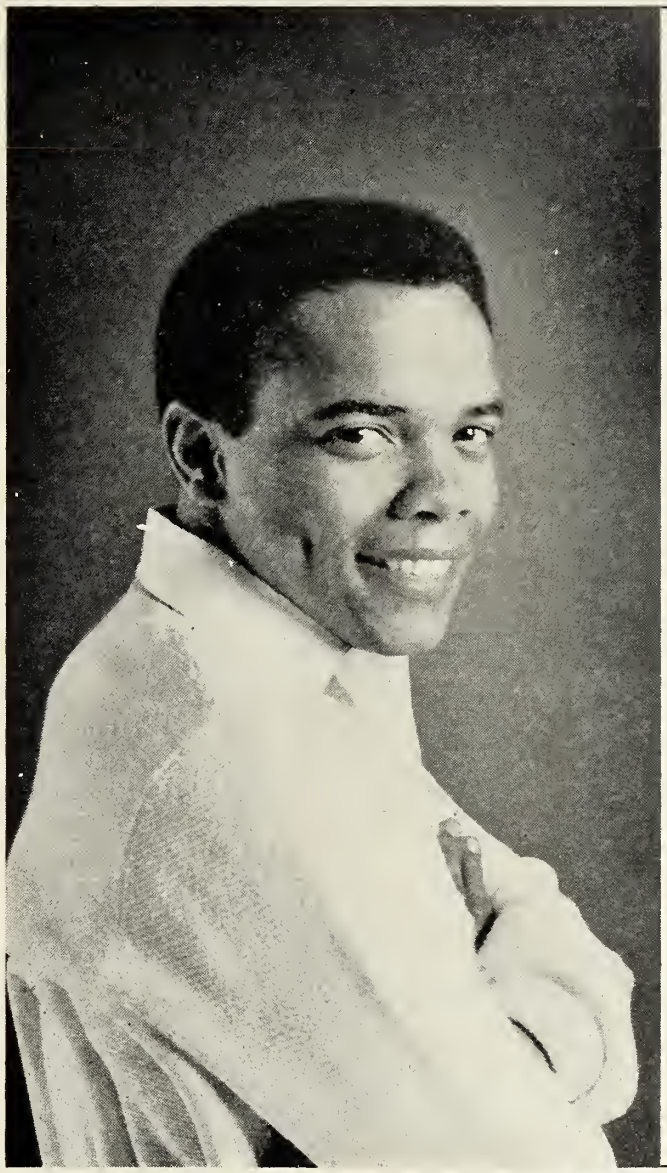


"A CLASSIC AFFAIR"—George Greeley—Warner Bros. 1503
The versatile pianist, who has cut pop themes in recent sessions, dishes-up a warm program of some of the world's best known classical piano concertos on this fine album recorded during his days with Warner Bros. While backed by the label's ork, Greely displays commanding artistry and polish on "Moonlight Sonata," "Stranger In Paradise" and "Full Moon And Empty Arms." A splendid achievement.

TCHAIKOVSKY: Violin Concerto In D, Szeryng/Boston Symphony/Munch—RCA Victrola VICS-1037
Tchaikovsky's violin concerto, a masterful composition and a perennial favorite of the virtuoso, is dramatically and artistically played by Henry Szeryng and the Boston Symphony with Charles Munch at the helm on this new offering from RCA Victrola. "Victrola" is the diskery's new low-price classical line with a suggested price of $2.50 (M) and $3.00 (S). Also included here is "The Devil's Trill" Sonata by Guiseppe Tartini. This new line is sure to create a stir in the marketplace.

BIG "NEWS"

from Groove® records



45 RPM

Groove®

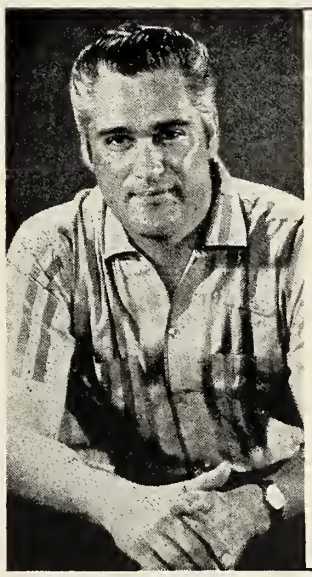
58-0021

JOHNNY NASH

DEEP IN THE HEART OF HARLEM

WHAT KIND OF LOVE IS THIS

58-0021



45 RPM

Groove®

58-0020

CHARLIE RICH

SHE LOVED EVERYBODY BUT ME

THE GRASS IS ALWAYS GREENER

58-0020

the avons

45 RPM

Groove®

58-0022

PUSH A LITTLE HARDER · OH, GEE BABY

58-0022

COLUMBIA

"I WANT TO STAY HERE"

STEVE & EYDIE

4-42815

"NOT SO LONG AGO"

b/w

"I HOPE YOU LEARN A LOT"

MARTY ROBBINS

4-42831

"THIS IS ALL I ASK"

TONY BENNETT

4-42820

"IT WILL BE THE LAST TIME"

WALTER JACKSON

4-42823

Cash Box RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO JULY 31ST)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE — ARTIST — LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
40%	Hey There Lonely Boy—Ruby & Romantics—Kapp	58%
36%	Straighten Up Your Heart—Barbara Lewis—Atlantic	36%
33%	Why Don't You Believe Me—Duprees—Coed	43%
30%	Hello Muddah, Hello Fadduh—Allan Sherman—Warner Bros.	71%
30%	This Is My Prayer—Theola Kilgore—Serock	30%
29%	Your Baby's Gone Surfin'—Duane Eddy—RCA Victor	61%
28%	Elephant Walk—Donald Jenkins & Daylighters—Cortland	28%
27%	Mockingbird—Inez Foxx—Symbal	40%
26%	How High The Moon—Floyd Cramer—RCA Victor	53%
25%	It's A Lonely Town—Gene McDaniels—Liberty	47%
25%	The Kind Of Guy You Can't Forget—Raindrops—Jubilee	57%
24%	Birthday Party—Pixies Three—Mercury	24%
24%	Drownin' My Sorrows—Connie Francis—M G M	64%
23%	Lots Of Luck—Ravels—Diamond	23%
22%	Desert Pete—Kingston Trio—Capitol	98%
22%	Somewhere Down The Line—Little Johnny Taylor—Galaxy	22%
21%	My Boyfriend's Back—Angels—Smash	74%
20%	Come On And Stop—Marv Johnson—United Artists	20%
20%	Monkey Time—Major Lance—Okeh	97%
19%	Please Don't Talk To The Lifeguard—Diane Renay—Mercury	19%
19%	Dina—Dore Alpert—A & M	19%
18%	Hear The Bells—Tokens—RCA Victor	47%
17%	Blue Velvet—Bobby Vinton—Epic	17%
16%	Surfer Girl—Beach Boys—Capitol	40%
15%	The Minute You're Gone—Sonny James—Capitol	15%
14%	Frankie & Johnny—Sam Cooke—RCA Victor	50%
13%	Roberta—Peppino DeCapri—Everest	13%
12%	Hey Girl—Freddie Scott—Colpix	89%
11%	Little Deuce Coupe—Beach Boys—Capitol	25%
10%	If I Had A Hammer—Trini Lopez—Reprise	45%

LESS THAN 10% BUT MORE THAN 5%

	TOTAL % TO DATE		TOTAL % TO DATE		TOTAL % TO DATE
Heat Wave Martha & The Vandellas (Gordy)	53%	Que Sera Sera High Keys (Atco)	62%	Laura's Wedding Barbara Lynn (Jamie)	7%
Only In America Jay & The Americans (United Artists)	16%	8 X 10 Bill Anderson (Decca)	8%	I'm Coming Back To You Julie London (Liberty)	6%
You Can Never Stop Me Loving You Johnny Tillotson (Cadence)	58%	The Dreamer Neil Sedaka (RCA Victor)	99%	Breathtaking Guy Supremes (Motown)	6%
Then He Kissed Me Crystals (Phillies)	8%	Pay Back Etta James (Argo)	7%	At The Shore Johnny Caswell (Smash)	6%

DANKE SCHÖEN

Wayne Newton

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T. M. MUSIC, Inc.

1619 N. Broadway, N.Y.

Released Thru

Capitol RECORDS

Personal Management:

TOMMY AMATO

1504 Eastern Ave.

Los Vegas, Nevada

GAC

DJ's

Thanks

Thanks for All Those Spins

And For Voting Us Most

Programmed Vocal Group Of The Year

THE 4 SEASONS

Current Hit Single:

"CANDY GIRL" / "MARLENA"

Vee Jay 539

Bookings:

GAC

Personal Management:

STAN ALLAN

I.C.S. Management

39 W. 55th St. NYC

VEE-JAY

Cash Box LOOKING AHEAD

A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Box Top 100. List is compiled from retail outlets.

1 **THEN HE KISSED ME**
Crystols (Philles 115)

2 **MALA FEMMENA**
Jimmy Roselli (Lenox 5571)

3 **CAN'T NOBODY LOVE YOU**
Solomon Burke (Atlantic 2196)

4 **THE ICE CREAM MAN**
Tornadoes (London 9614)

5 **BAJA**
Astronauts (RCA Victor 8194)

6 **AT THE SHORE**
Johnny Caswell (Smash 1833)

7 **GONE**
Rip Chords (Columbia 42812)

8 **ORGAN SHOUT**
Dave "Baby" Cortez (Chess 1861)

9 **HOW HIGH THE MOON**
Floyd Cramer (RCA Victor 8217)

10 **CHINESE CHECKERS**
Booker T & MG's (Stax 137)

11 **(I CRIED AT) LAURA'S WEDDING**
Barbara Lynn (Jamie 1260)

12 **SCARLETT O'HARA**
Lawrence Welk (Dot 16488)

13 **TELL ME THE TRUTH**
Nancy Wilson (Capitol 4991)

14 **PAY BACK**
Etta James (Argo 5445)

15 **BIRTHDAY PARTY**
The Pixies Three (Mercury 72130)

16 **WHY DON'T YOU BELIEVE ME**
Duprees (Coed 594)

17 **IT WON'T BE THAT WAY ALWAYS**
King Pins (Federal 12484)

18 **WHAT A FOOL I'VE BEEN**
Carla Thomas (Atlantic 2180)

19 **OLD CAPE COD**
Jerry Vale (Columbia 42826)

20 **DINA**
Dore Alpert (A & M 714)

21 **MY FIRST DAY ALONE**
Cascades (Valiant 6032)

22 **RIVER'S INVITATION**
Percy Mayfield (Tangerine 931)

23 **IT'S A LONELY TOWN**
Gene McDaniels (Liberty 55597)

24 **WHAT MAKES LITTLE GIRLS CRY**
Victorians (Liberty 55574)

25 **LITTLE GIRL BAD**
Joanie Sommers (Warner Bros. 5374)

26 **WHEN I'M WALKING**
Fats Domino (ABC Paramount 10475)

27 **HE'S MINE**
Alice Wonderland (Bardell)

28 **CRY BABY**
Garnett Mimms & Enchanters (United Artists 629)

29 **THIS IS MY PRAYER**
Theola Kilgore (Serock 2006)

30 **PART TIME LOVE**
Little Johnny Taylor (Galaxy 722)

31 **TREAT 'EM TOUGH**
Jimmy Soul (SPQR 3310)

32 **TALK TO ME**
Sunny & Sunglows (Tear Drop 3014)

33 **WHERE IS JOHNNY NOW**
Sapphires (Swan 4143)

34 **A YOUNG MAN'S FANCY**
Tommy Sands (ABC Paramount 10466)

35 **TRUE BLUE LOU**
Tony Bennett (Columbia 42820)

36 **THAT'S WHAT MY HEART NEEDS**
Otis Redding (Volt 1089)

37 **ONLY IN AMERICA**
Jay & The Americans (United Artists 626)

38 **DARLING, DARLING, DARLING**
Ty Hunter (Chess 1857)

39 **STOP PRETENDING**
Clovers Porwin 1001)

40 **8 X 10**
Bill Anderson (Decca 31521)

41 **RULER OF MY HEART**
Irma Thomos (Minit 666)

42 **A SLOW DANCE**
Ronnie & The Hi-Lites (Win 250)

43 **WHAT HAPPENED TO JANIE**
Johnny Crawford (Del-Fi 4215)

44 **A MILLION YEARS OR SO**
Eddy Arnold (RCA Victor 8207)

45 **GEE WHAT A GUY**
Yvonne Carroll (Duman 1018)

46 **MARIA ELENA**
Billy Mure (MGM 13161)

47 **IN MY TENEMENT**
Jackie Shane (Sue 788)

48 **CROSSROADS**
Luther Randolph & Johnny Stiles (Cameo 253)

49 **MAKE THE MUSIC PLAY**
Dionne Warwick (Scepter 1253)

50 **ROBERTA**
Peppino DeCaprl (Everest 2032)

MAKE THE WORLD GO AWAY

TIMI YURO #55587

IT'S A LONELY TOWN

GENE McDANIELS #55597

MORE

VIC DANA #81

WHAT MAKES LITTLE GIRLS CRY

THE VICTORIANS #55574

IT'S TOO LATE

WILSON PICKETT #717

LITTLE YELLOW ROSES

JACKIE De SHANNON #55602

WHEW! IT'S A HOT SUMMER

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DOLTON RECORDS
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THE HITS ARE ON
CHESS!

"PAYBACK"
ETTA JAMES
ARGO 5445

"IF IT AIN'T ONE THING IT'S ANOTHER"
THE DELLS
ARGO 5442

CASH BOX "PICK" HIT!
"ORGAN SHOUT"
BABY CORTEZ
CHESS 1860

POP-JAZZ HIT!
"BONITA"
ILLINOIS JACQUET
ARGO 5444

CHESS PROD. CO.
2120 Michigan Ave.,
Chicago 16, Ill.

BIOS FOR DEEJAYS

Freddie Scott

Freddie Scott, who is currently riding the charts with "Hey Girl" on Colpix, hails from Providence, Rhode Island. He spent his early years commuting between Providence and New York City, attending grade and high schools in both places and eventually graduating from Cooper High School in New York.

Freddie's interests in high school were mostly in dramatics and singing. He at one time planned to be a doctor, but later decided to pursue a career in show business. His decision was a wise one for, barely out of his teens, he has already written several songs that have been recorded by top artists.

Some of the stars who have cut Scott's tunes include Gene Chandler and Paul Anka. Several more records by name personalities are in the offing.

Prior to being signed by Colpix, Freddie was a freelance writer. He is currently on the staff of writers for Screen Gems-Columbia Pictures Music. He has also done indie A&R for several companies.

Mel Carter

Mel Carter, who is presently hitting with "When A Boy Falls In Love," was born twenty years ago in Cincinnati, Ohio. Attracted to music from childhood, Mel started singing when he was four years old. By the time he was nine he had worked with Lionel Hampton and Jimmy Scott. In 1956 the chanter put in a stint with the Paul Gayton band.

When he was sixteen, and a member of the Raymond Rasberry Male Gospel Group, he joined the Air Force. While stationed at Scott Air Force Base in Illinois he joined a national gospel singing group out of Missouri called the Robert Anderson Singers.

In 1960 the artist came to Los Angeles and his career went into high gear. In rapid succession he worked such clubs as Circo's, the Crescendo, Cinamon Cinder, etc. The chanter's current Derby chart-rider is his first national hit.

When he is not on the road or recording, Mel spends much of his spare time songwriting and coaching young singing groups.

Cash Box PLATTER SPINNER PATTER

Early morning listeners of KVOZ-Laredo, Texas were treated to quite a surprise recently. **Joe Pierce**, morning personality and program director was ad-libbing about the idea of doing something completely different on the show. On the spur of the moment, Pierce decided on a long-distance phone call, via beeper, to Fidel Castro in Cuba. Proceedings were all carried on the air. Call was switched from one place to another in Havana, and eventually an individual answered who was ostensibly Castro's personal secretary. Castro, it seemed, was not available for said interview but Pierce was thanked and given an expression of regret that Castro was indisposed. Later, the Cuban government sent a letter as a follow-up. Pierce has it as souvenir of the exciting event.

Carson Rennie, **Jerry Telser** and **Bill Bennett**, air personalities of WLOL-Minneapolis appeared at the recent Minneapolis Aquatennial Air-O-Rama. Rennie and Telser broadcast events of the air show which included sky diving, wing walking and various other aerobatics. Bennett served as master of ceremonies for the stage show which featured TV star **Sky King**.

Arthur Harison, sales manager of WINS-New York, sends along word that gross revenue for the first six months of 1963 at the outlet was the highest in the history of the station. Billings for the period were 20 per cent higher than January through June of 1962. Second quarter figures, which topped the comparable three month period last year, mark the third consecutive quarter in which the station has registered increases over the previous year.

WIL-St. Louis' community affairs department is distributing "first aid treatment for accidental poisoning." Information sheets are being distributed by on-the-air public service announcements, and are available at the Cardinal Glennon Memorial for Children, and St. Louis Children's Hospital, as well as by all St. Louis area Welcome Wagon hostesses.

Jack Lazare, WHNC-New Haven's newly-appointed program director, will have a platoon named after him in September. The New Haven Army Recruiting Service will call a special group of WACS and WAVES the "Jack Lazare Platoon" induction day only. The station will add to the publicity by presenting each with a small gift. It's believed to be the first platoon ever named after a deejay and Jack plans a big salute to them when it happens. . . . The WHNC barbecue contest—in which seven advertisers participate—drew 300 pieces of mail the first week on-the-air. The winner of a complete barbecue for twenty with "trimmings" was mother of nine children.

KYW-Cleveland's general manager, **Perry Bascom** will accept the American Bar Association's silver gavel award at a special dinner to be held in Chicago on August 15 as a part of the ABA's 86th annual meeting. The award is being presented to KYW for its series "A Look At The Law" produced and narrated by **Harv Morgan** as part of his nightly "Program PM."

Larry Deane, popular evening deejay on WITH-Baltimore, is finally getting some time off for good behavior. Dean is taking a much-needed vacation in New York.

Everybody knows what a hootenanny is and to have a "surfin hootenanny" you just incorporate the surfin' aspect. KEWB-Oakland recently presented a stage show and a film at the Oakland Auditorium Arena. Price for all the tickets was 91 cents—with all proceeds going to the California Youth Symphony. The group left after the show for a series of appearances in Japan and the funds presented to them will aid in their expenses. Among the stars who appeared at the event were **Jan and Dean**, the **Lively Ones** and **Larry Bright**. The show was emceed by station spinners **Scott Bridges**, **Art Nelson** and **Perry Roberts**.

Popular Kapp 88'er **Roger Williams** recently appeared as guest deejay on WSUN-Tampa's "Home Highway" afternoon air stanza.

Hal **J. Davis**, general manager of KROD-El Paso, infos word that the station's policy of working directly with community groups in promoting projects in the El Paso area is a huge success. Representatives of the community groups record spot announcements that are utilized by KROD for week-long campaigns for important projects.

Ray Willes, KEX-Portland's "Nightside" host will introduce the First Annual Folk Festival on August 10 at Portland's Memorial Coliseum. **Peter, Paul and Mary** will headline the event. Appearing with the hot trio will be **Odetta** and **Bud and Travis**. The Festival is being presented by the outlet's deejays in cooperation with the Paramount Corporation.

A postcard was worth $500 for a Cleveland couple who located the WHK-Cleveland "Money Mystery House." For a period of close to three weeks that station had been broadcasting clues to the description and location of the Mystery House. While the family was in the neighborhood looking for houses for sale, and as part of the game of Mystery House hunting, they sent cards to those houses in the area they thought matched the clues.

Voices of Freedom—Series #4—is complete and shipments are being made to radio stations across the country. The series, presented by the Freedoms Foundation at Valley Forge, Pennsylvania, is produced by the Storer Broadcasting Company and WIBG, Storer's 50,000 watt Quaker City station. According to **William J. Wheatley**, WIBG program manager and producer of the series, 467 stations have carried Voices Of Freedom in the past. Each of these stations has been invited to carry the new series. Stations wishing to broadcast series #4 are invited to send a check for $2.00 to Voices of Freedom, WIBG, Philadelphia 3, Pennsylvania. The two dollars covers the tape handling and mailing and the tape need not be returned. Storer Broadcasting Company has paid for all production costs on the series.

David Bradsher, program director of WSIC-Statesville, North Carolina, sends out an urgent s.o.s. for new releases. Dave sez the station offers a well-rounded music format and notes that all new decks will get full airing consideration as soon as they receive them.

VITAL STATISTICS:

Bob Foster, formerly with WKGN-Knoxville, is now spinning 'em on WTLK-Taylorsville, North Carolina. . . . **John Smith** is a new announcing add on WWRL-New York.

Cash Box SURE SHOTS

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are already beginning to sell in quantity or else give every indication of doing so.

"DAUGHTER"
BLENDERS ..... Witch 114

•

"THIS IS ALL I ASK"
TONY BENNETT ..... Columbia 42820
BURL IVES ..... Decca 31518

•

"MARTIAN HOP"
RAN-DELS ..... Chairman 4403

•

"IT HURTS TO BE SIXTEEN"
ANDREA CARROLL ..... Bigtop 3156
BARBARA CHANDLER ..... Kapp 542

•

"YOU CAN NEVER STOP ME LOVING YOU"
JOHNNY TILLOTSON ..... Cadence 1437

•

"THE DREAMER"
NEIL SEDAKA ..... RCA Victor 8290

•

"A MAN'S TEMPTATION"
GENE CHANDLER ..... VeeJay 536

•

"HEAT WAVE"
MARTHA & VANDELLAS ..... Gordy 7022

•

"HEY THERE LONELY BOY"
RUBY & ROMANTICS ..... Kapp 544

•

"THE LONELY SURFER"
JACK NITZSCHE ..... Reprise 20202

•

"PLEASE DON'T TALK TO THE LIFEGUARD"
DIANE RENAY ..... Mercury 72117

•

"THESE FOOLISH THINGS"
JAMES BROWN ..... King 5767

•

"THE KIND OF BOY YOU CAN'T FORGET"
RAINDROPS ..... Jubilee 5455

"You can never stop me loving you"

Our sentiments on your 21st

and also our current chart record by

Johnny Tillotson

"You can never stop me loving you"

Cadence 1437

BY ALL MEANS LISTEN TO THIS GREAT SIDE!

"WOMAN"

b/w "MY LITTLE HONEY BEE"

by

JOY RUSSELL

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Now — HiFi, 12" LP — $4.25 ea.

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BR-301 Broadside, vol. 1 (with others)
BR-302 Broadside, vol. 2 (solo)

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YOUR KEY TO THE WORLD MARKET

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See page 25 - Pt. 2

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Cash Box JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

(Selections NOT on Cash Box Top 100 reported going strongly with ops.)

I'VE GOT A RIGHT TO CRY WHEN I'M WALKING
Fats Domino (ABC-Par. 10475)

A YOUNG MAN'S FANCY
Tommy Sands (ABC Par. 10466)

HE'S MINE
Alice Wonderland (Bardell)

TELL ME THE TRUTH
Nancy Wilsan (Capital 4991)

A DOODLIN' SONG
Peggy Lee (Capitol 5001)

ORGAN SHOUT
Dave "Baby" Cartez (Chess 1861)

WHY DON'T YOU BELIEVE ME
The Duprees (Coed 584)

HERE'S WHERE I CAME IN
Aretha Franklin (Columbia 42796)

8 X 10
Bill Anderson (Decca 31521)

RUSTY WARREN SINGS
(Jubilee EP-45-2049)

ROBERTA
Peppino DeCapri (Everest 2032)

KNOCKERS UP (EP)
Rusty Warren (Jubilee JMG 2029)

JANIE IS HER NAME
Roger Williams (Kapp 533)

MALA FEMMENA
Jimmy Roselli (Lenox)

IT'S A LONELY TOWN
Gene McDaniels (Liberty 55597)

ICE CREAM MAN
Tornadoes (London 9614)

THEN HE KISSED ME
The Crystals (Philles 115)

STOP PRETENDING
Clovers (Porwin 1001)

HOW HIGH THE MOON
Floyd Cramer (RCA Victor 8217)

LA BOMBA
Trini Lopez (Reprise 20190)

THIS IS MY PRAYER
Theola Kilgore (Serock 2006)

LOVER'S MEDLEY
Marcy Jo & Eddie Rambeau (Swan 4145)

COME ON AND STOP
Marv Johnson (United Artists)

NOBODY BUT ME
Dee Clark (Vee Jay 548)

MY FIRST DAY ALONE
Cascades (Valiant 6032)

LITTLE BAD GIRL
Joanie Sommers (Warner Bros. 5374)

NEW ADDITIONS to TOP 100

73—YOU CAN NEVER STOP ME LOVING YOU
Johnny Tillotson (Cadence 1437)

79—HEY THERE LONELY BOY
Ruby & Ramantics (Kapp 544)

82—PLEASE DON'T TALK TO THE LIFEGUARD
Diane Renay (Mercury 72117)

83—THE KIND OF BOY YOU CAN'T FORGET
Raindraps (Jubilee 5455)

87—A BREATH TAKING GUY
Supremes (Motown 1044)

95—YOUR BABY'S GONE SURFIN'
Duane Eddy (RCA Victor 8214)

97—STRAIGHTEN UP YOUR HEART
Barbara Lewis (Atlantic 2200)

98—SUMMERTIME
Chris Calumbo Quintet (Strand 15056)

100—THE HAPPY PUPPY
Bent Fabric (Atca 6271)

100—HEAR THE BELLS
Takens (RCA Victor 8210)

100—LUCKY LIPS
Cliff Richard (Epic 9597)

AIMED AT OPS

PLEASE HELP ME, I'M FALLING/MULE SKINNER BLUES—Rusty Draper—Mercury C-30113

A TRIO OF 2-SIDED HITS!

"MOONLIGHT COCKTAILS" B/W "SUMMERTIME IN VENICE"
THE SUNSETTERS H. #5000

"MUSIC GOES 'ROUND AND 'ROUND" B/W "SAINT AND SINNER"
NINA GALO H. #5007

"JAQUELINE" B/W "THE MAN"
THE MARK V GROUP H. #5008

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Contact: CHET KAJESKI

ALBUM PLANS

Deals, discounts and programs being offered to dealers and distributors by record manufacturers.

ATLANTIC & ATCO

15% discount on all LP product. 30-60-90 day deferred billing to qualified dealers. Expires: Aug. 31.

ABC-PARAMOUNT, IMPULSE!, CHANCELLOR, TANGERINE

12½% discount on entire LP catalogs of all four labels. Expires: Sept. 30.

BLUENOTE

10% discount on all LP's. Began July 15. Expires: Aug. 31.

CAPITOL

Dealers get 2 free LP's for every 10 they purchase on Dickie Dale's "Surfers' Choice" LP. Deal applies only to initial orders; on the label's 'Capitol-of-the-world series' German-Austrian catalog, dealers get 1 free LP for every 2 purchased at the regular price. Nat "King" Cole Program: All LP's on a 1-free-for-every-2-purchased; Expires: Aug. 31; Surfing Music Program: all LP's on a buy-10-get-1-free basis; Expires: Aug. 31; French Music Program: consumers buy 2-get-1-free; Expires: Aug. 31.

DECCA

"Fall Merchandising Program:" incentive program on Decca-Coral-Brunswick LP's & EP's. Contact local Decca distrib for details. Expires: Sept. 13.

EPIC

15% discount on all LP's. Deferred payments: all orders received in July, Aug. and Sept. will be payable 1/3 Oct., 1/3 Nov. and 1/3 Dec. Expires: Sept. 27.

LIBERTY

10% cash discount on new releases and catalog (except Chipmunk) taken off invoice, effective immediately to Aug. 31. 100% exchange privilege after Dec. 1, 63. Payment schedule 1/3 on the 10th of Nov., Dec. & Jan.

MERCURY-WING

One free for two on new releases and entire Wing classical catalog effective until Sept. 15.

NASHBORO

Buy-7-get-1-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

ORIGINAL SOUND

LP catalog available on a buy-10-get-1-free basis. 100% exchangeable. No expiration date set.

PRESTIGE

15% discount on the label's Swingville, Bluesville, Lively Arts, Near East and Irish lines; Expires: July 31; 15% discount on Moodsville line; Expires: Aug. 31; 15% discount on July releases from July 10 to Aug. 9.

REQUEST

LP catalog available on a buy-10-get-2-free basis. Described as a limited-time offer.

RCA VICTOR

12% discount on all orders placed through Sept. 30. Dating terms.

ROULETTE

"Albums That Sell Like Roulette Singles": 300 LP's free on an order of 1,000 LP's; 150 LP's free on order of 500 LP's; 30 LP's free on an order of 500 LP's. Expires: Sept. 25.

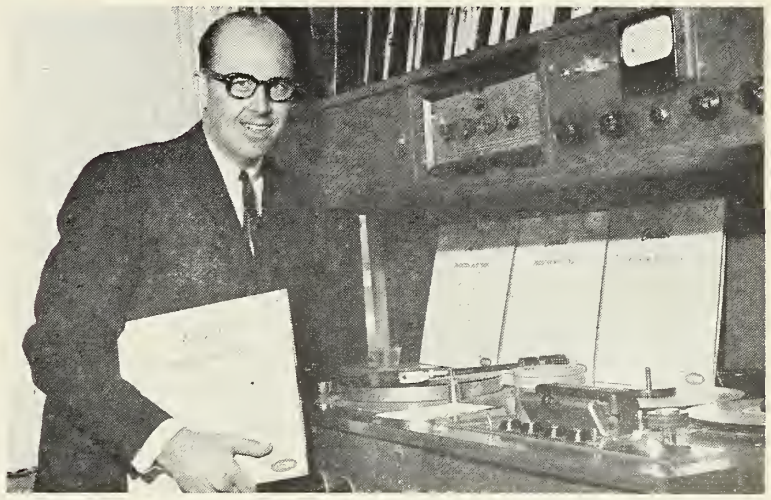
SELECT

15% discount on "Who Stole the Keeshka?" LP by the Matys Bros. Described as limited time offer.

SMASH & FONTANA

"'63 Summer Release"—Catalogs of both labels, including 10 new releases, are available on a buy-7-get-1-free basis. Expires: Aug. 15.

Capitol Offers Stations New Background Music Series



HOLLYWOOD—A new background library for radio outlets called Production Music Series (PMS) has been announced by Capitol Library Services. PMS offers music classified by category, rather than by the usual system of individual title. Each classification covers specific as well as general needs, with all music especially written and arranged for the purpose. PMS is broken down into the following categorical selections: sports and metro, sports and news, news and industrial, fast activities, show business, documentary marches, scenics, light and happy, comedy and cartoon-kiddie show, fashion show melodics, important melodics (documentary), plain melodics, production melodics, dramatic music, short title music—open and close, percussion effects, dramatic statements, etc.

This system, CLS said, is designed to permit any creative man, regardless of his musical education, to integrate a musical background for a commercial or program script, and because of its simplicity and special composition, it saves considerable time in selecting the proper music. It is offered on 14 LP, 33-1/3 double-faced discs, containing 254 different selections, is priced at $85.00. There are no leasing fees. The basic series will be added to periodically to maintain a flow of new timely melodics.

In the photo, Jack Wagner, the radio personality, is shown using Capitol Production Music Series to background his syndicated program.

SONODOR

A buy-5-get-1-free offer on four LP's by the Orchestra Del Oro. Described as a limited-time-only deal.

STARDAY

Dealers get 2 on 10 on the entire catalog. Expires Aug. 31.

TAMLA-MOTOWN-GORDY

Buy 6, get one free on all new releases and entire catalog of three labels. Expires Sept. 15th.

WARNER BROS.

15% merchandise discount, 30-60-90 day billing for October, November & December with regular 10% return. Program expires Sept. 27.

ONLY DAVID ROSE COULD BRING SUCH DEEP ORCHESTRAL BEAUTY TO THIS MUSICAL PORTRAIT

A profile in music of the career of one of the greatest actresses in motion pictures! Music from Elizabeth Taylor's finest films, featuring "The Love Theme from Cleopatra." ..... E/SE 4144

MGM RECORDS...THE LABEL OF THE FORTUNE SELLERS!

LOVE THEME FROM
CLEOPATRA
AND MUSIC FROM OTHER GREAT MOTION PICTURES STARRING
ELIZABETH TAYLOR

Played by DAVID ROSE and his Orchestra

Inspired by the 20th Century Fox production "CLEOPATRA"

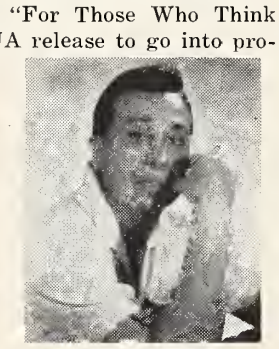
MGM HIGH FIDELITY

CLEOPATRA
THE V.I.P.'s
CAT ON A HOT TIN ROOF
BUTTERFIELD 8
GIANT
FATHER OF THE BRIDE
THE GIRL WHO HAD EVERYTHING
RAINTREE COUNTY
JULIA MISBEHAVES
LITTLE WOMEN

Cash Box RECORD RAMBLINGS

EARL WRIGHTSON
LOIS HUNT

MARYLIN BURROUGHS



JACK LA FORGE

CATHY CARROLL

LUCKY STARR

ANGELS

NEW YORK:

Vaughn Meader, who is still pulling plenty of coin with the two editions of his "First Family" LP's, is vacationing in Germany with his wife. While in Germany, he will tour the Army camps to entertain the G.I.'s. Vaughn did a stint in Germany with Uncle Sam eight years ago. . . . Songstress **Cathy Carroll**, who clicked a while back with her Warner Bros. disking of "Poor Little Puppet," has been signed to an exclusive pact with Philips Records—her first single is being readied for early release. . . . **Bobby Rydell** has been chosen by the National Screen Council to receive the Box Office Blue Ribbon Award Plaque for his performance in the Columbia pic, "Bye Bye Birdie." Bobby is currently playing the part of Riff in "West Side Story" in Warren, Ohio. . . . **Timi Yuro**, currently clicking with "Make The World Go Away" (Liberty), is doing her Copa nitery act at the Hurricane Room in Wildwood, N.J. . . . **Neil Sedaka**, now touring Italy, received a Gold Record for his Italian language disk, "La Tirza Luna," which sold over 750,000. . . . **Brook Benton** in town to spend four days waxing 24 sides for Mercury at the Fine Sound Studio. . . . **Earl Wrightson** and his singing partner **Lois Hunt** have been signed for the second year in a row to appear on the Bell Telephone Hour Christmas Show. The popular duo will also do a four week stint at the Latin Quarter beginning 9/4. . . . The **Bob Perilla** Associates office is now located at 745 5th Ave., MU 8-4141. . . . **Charles K. L. Davis**, who has a premier LP on Colpix tagged, "The Exciting Voice of Charles K. L. Davis," did a Sat. nite stand with **Red Buttons** at Grossinger's last week. On hand to greet the tenor were **Jennie Grossinger**, **Frank Farrell** of the World-Telegram, **Norm & Nordy Goldblatt** (Norm's with McCalls), and his manager **Howard Fenton**. Gene **Bone** accompanied him on the piano for the show. Charlie will do a deejay promo tour and the Tonight Show this month before going on to Hawaii for a month to play the Royal Hawaiian in Honolulu. . . .

For a very pleasant evening of refreshment and entertainment, we can heartily recommend the "Upstairs At The Duplex" at 55 Grove St. in the Village. **Barbara Backus** and **Bob Waxman** are always on hand to greet their friends and newcomers. One of the featured performers on weekends is **Joy Hatton** doing a program of little-known songs—she is an absolute delight.

Paul Robinson, national promo rep for IPG, up to tell us the Velvelettes waxing of "There He Goes" (IPG) is breaking in Wash., Baltimore and Atlanta—Also that "Stood Up" by **Larry Lee** is getting action in Boston. Paul sez watch for "Fling Of The Past" by **Van Trevor**—it's supposed to be a biggie. . . . **Bob Kornheiser**, sales director at Atlantic, infos that the new **Barbara Lewis** entry, "Straighten Up Your Heart" (Atlantic) is headed for hitsville. Other sides showing strong action for the diskery are **Bobby Marchan's** "What Can I Do" (Volt) and **Bent Fabric's** "The Happy Puppy." . . . **Dennis Bell** writes he's being featured at the Silver Slipper in Las Vegas. . . . **Steve Clayton**, currently making noise with his Spiral disking of "Clown Town," will soon have new releases on Decca. His "Clown Town" and new sides were written by **Gladys Shelley** who is prepping a motion pic tagged after the tune. Gladys wants **Ann-Margret** for a starring role in the flick. . . . The **Joe Franklin** WOR TV'er was recently the setting for the debut of a new dance called the Cleopatra Kick which was executed by **Lee Sparks** and **Regina Romer** to the new **Jack LaForge** single on Regina.

Irwin Robinson, prexy of Palette Records, reports action on "Anda" by the **Continental Cousins**, and alerts us to keep our ears open for a newie dubbed "Walkin' The Boards" by **The Big Guys**. . . . **Jerry Fielding** has been signed by producer **Hugh Benson** to compose the music score for Sinatra Enterprises' "For Those Who Think Young," a UA release to go into production this month. Appearing in the pic will be **Nancy Sinatra**, **James Darren** and **Pamela Tiffin**. . . . **Miles J. Lourie** of Orenstein, Arrow & Lourie infos that **Lester Brown** should be added to the writing credits with **John D. Loudermilk** on the Acuff-Rose tune, "Abilene." . . . **Johnny Fortune**, who made some noise a while back with "Soul Surfer," has a follow-up tagged "Soul Traveler" on the Park Avenue label. . . . **Sol Handwerger** buzzed to tell us the MGM/Verve album, "Soul Surfin'" by **Kai Winding** has been given additional sales impetus with a new title "More," tagged after the hit single. . . . **Ida Malitz** pens she has become a franchised Booking Agent and has opened her own office at 1639 Broadway, LT 1-8360, and will be pleased to interview any A.G.V.A. of AF of M act. The name of the new firm is the Ida Malitz Theatrical Agency Corp.

Mickey Eichner at Jubilee predicts an absolute smash for "The Kind Of Boy You Can't Forget" by the **Raindrops**. . . . Smash's Roving Ambassador **Doug Moody** is flippin' over the runaway sales on "My Boyfriend's Back" by the **Angels**. . . . An unusual program bows at the Village gate this week (5) with music inspired by the new African nations as performed by **Randy Weston's** 11-piece jazz ork featuring the voice of **Solomon Ilori**. Sharing the bill will be "If We Grow Up," a musical revue satirizing the problems of young people in a nuclear age. . . . Musical director **Ernest Gold** is doing the scoring for **Stanley Kramer's** "It's A Mad, Mad, Mad, Mad World." The full Los Angeles Philharmonic Orchestra is being used in the flick.

Jerry Love (The Jolly Green Giant) up to say that the **Trini Lopez** single and LP are sales blockbusters along with the **Erroll Garner** "One World Concert." Also beginning to happen on Reprise is **Keeley Smith's** "Little Girl Blue, Little Girl New." . . . Classical devotees can get all the Tchaikovsky ballets complete in one package on a new release from Mercury with the Minneapolis Symphony conducted by **Antal Dorati**. . . . **Milt Friedman** of the London group, up to the CB offices on behalf of the Tornadoes' new waxing of "Ice Cream Man." Milt appeared in the garb of a Good Humor Man and distributed ice cream pops to all. . . . **Poe Petralia** also paid us a visit with **Steve Clayton** in behalf of the songster's new Decca offering, "He Will Call" b/w "Her Make-Up Kit." . . . Liberty's **Tommy LiPuma**, recently transferred to the Coast, called last week. Tommy's a bit under the weather with leg difficulties and all of us here hope he'll be in top form real soon. Tommy's one of the nicest guys in the biz. . . . **Bernie Wayne** sends along word he's judging the Miss Arkansas and Tennessee pageants. In addition to the new **Johnny Cymbal** offering, "Dum Dum Dee Dum," Bernie's written two tunes for the new Elvis Presley flick, "Viva Las Vegas." . . . **Jerry Roth** reports strong action on the Coast on "My Laura" by **Harry Charles** (Rowax).

Barney Ales of Tamla-Motown & Gordy in N.Y. working on keeping their hits rolling—**Little Stevie Wonder** in the number one spot, and the new deck by **Martha & The Vandellas**, "Heat Wave" and the **Miracles** entry are rolling up sales. . . . **Juggy Murray** of **Sue** excited over reaction to new LP release—"Mockingbird" by **Inez Foxx**, "That's How Heartaches Are Made" by **Baby Washington**, and "One Of Mine" by **Jimmy McGriff**.

Bud Katzel at Roulette sez the diskery is scoring in the sales dept. with its Golden Goodies series and the albums by the **Essex** and **Lou Christie**. . . . **Alex Kramer**, who just signed **Baby Jane & The Rockabyes** to a management contract, infos the group has new Spokane (div of Scepter) disk tagged, "Hickory Dickory Dock," which was produced by Lieber & Stoller. . . . **"T. J." Johnson's** Teen Life Wax Hops continue to be big in Met area with recent p.a.'s by **Kenny Dino, Tex & The Chex, Johnny Maestro**, and the **Blue Bonnets**. . . . **Lionel Hampton** has been signed to play the benefit "Convention Ball" this week (5) in Indianapolis with proceeds going to the diocese of **Laurian Cardinal Rugambwa** of Africa. . . . The Howff, international folk cabaret, will inaugurate a series of international cultural events with a performance by **The Yakims**, a pantomime team from Israel. . . . **Joe Dowell** came by the office with his new musical director, **Don McCathren**. Joe has just returned from a very successful European tour with the School Band and Chorus of America. Joe was a chaperone on the trip but performed at Ramsagate, England and delighted the audience with his renditions of "Wooden Heart," "Peter Gray" and "Long Thin Don," which is a parody on "Big Bad John."

The action is reportedly strong on the new **Pat Zill** waxing of "The Key's In The Mailbox" on the Era label. . . . Folks at Chess are very enthused over the prospects for their newest artist, **Ed Forsyth** who has a debut deck dubbed "Making Up" b/w "You Don't Mind Hurting Me." . . . **Bob Carter** writes that **Joe Bragg's** waxing of "I've Gotta Make It" (Bocart) is beginning to happen. Joe is making the deejay rounds this week and will make an appearance on the **Buddy Deane** show. . . . Alto saxist **Lou Donaldson** was recently signed to an exclusive three-year pact with Argo Records and will have a first album out in the very near future. . . . Capitol's **Roy Batachio** back at his desk this week after a week's vacation. . . . Mercury's promo man about town, **Carl Deane**, also taking time off from his rounds. . . . **Charles Goldberg** at the Affiliated Distrib in Newark infos he's got some hot ones with "Mama Don't Allow" by the **Rooftop Singers** (Vanguard), "Hold Back Trembling Lips" by **Ernest Ashworth** (Hickory), and "Tengo Tango" by **Cannonball Adderley** on Riverside.

Epic's **Billy James** returned from the Newport Folk Festival with rave comments about **Bob Dylan's** performance. The folkster has a second LP tagged "The Free Wheelin' Bob Dylan" (Columbia) that is beginning to happen in several major markets. Billy's also very excited about the sales progress with "Monkey Time" by **Major Lance** and "Lucky Lips" by **Cliff Richards**, both on Epic. . . . Liberty A&R exec **Ed Silvers** is wearing that grin of satisfaction these days—**Timi Yuro's** "Make The World Go Away" is a solid hit. . . . **Okay Miller** wires from the coast that he's got three hot sides with "Hey There Lonely Boy" by **Ruby and the Romantics** (Kapp), "There He Goes" by the **Velvelettes** (IPG), and "The Martian Hop" by the **Randells** (Chairman). . . . **Mary Small** has moved her management offices to the Sardi Building, 234 W. 44th St. . . . **Moe Preskell** at Kapp buzzes that the diskery has wrapped up some more hits with "Saturday Sunshine" by **Burt Bacharach**, "Dum Dum Dee Dum" by **Johnny Cymbal**, and "Blowin' In The Wind" by **Jerry Jackson** which is making it big in the r&b markets. Genial Bigtop promo rep **Sal Licata** writes from Florida that he'll be resting for a few weeks per doctor's orders. All of us at CB wish him a speedy recovery.

CHICAGO:

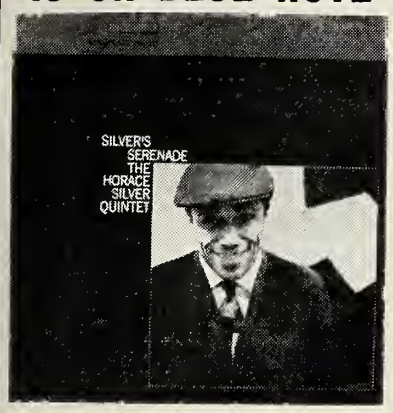
Bobby Vinton's new Epic single "Blue Velvet" is the center of excitement at Summit Dist. Topper **Jack White** expects the usual heavy action with this one, pointing up the fact that it's a favorite from Vinton's "Blue On Blue" album. . . . Warner Bros. Records hosted a luncheon at Fritzels 8/1 honoring **Jimmy Durante** and introducing his label bow "The New Jimmy Durante September Song" LP. Diskery's local outlet M. S. Dist. was represented at the affair by topper **Milt Salstone**, **Mac MacDermott**, **Vic Faraci**, **Bill McCloud** and **Larry Lubliner**. Warner Bros.' nat'l. promo mgr. **Joe Smith** accompanied Durante to Chi for the affair. . . . **Sammy Kaplan**, midwest promo man, has moved into newer and larger quarters in the Northland Towers bldg. of Southfield, Michigan. . . . **Jim Gaylord**, Stacy prexy, is "tickled red" (color of his new transparent vinyl records) over exceptional sales on Al Casey's "Surfin' Hootenanny." He said the package was created to stimulate impulse buying at the consumer level and latest sales reports indicate consumers are definitely buying in huge quantities! . . . At RCA-Victor Dist. the big push is on Groove outings "She Loves Everybody But Me" by **Charlie Rich**, "Push A Little Harder" by **The Avons** and "Deep In The Heart Of Harlem" by **Johnny Nash**.

Al Hirt was in town 7/31-8/1 for appearances at Ravinia. . . . Congrats to **Augie Blume** and his new bride. Augie recently moved to Minneapolis where he's doing promotion for Columbia Records. . . . Decca's **Frank**

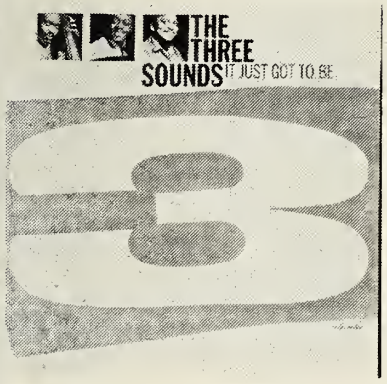
(cont'd on pg. 207)

blue note
THE FINEST IN JAZZ SINCE 1939

YEAR AFTER YEAR
THE CHOICE JAZZ
IS ON BLUE NOTE

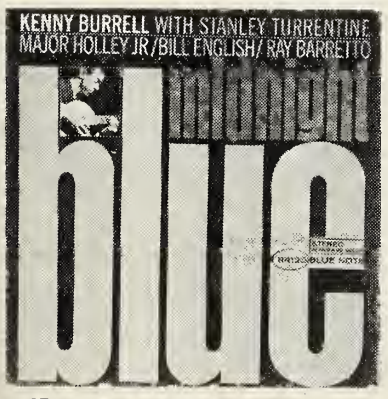


SILVER'S SERENADE
HORACE SILVER
BLP 4131



IT JUST GOT TO BE
THE THREE SOUNDS
BLP 4120

BUHAINA'S DELIGHT
ART BLAKEY
AND THE JAZZ MESSENGERS
BLP 4104



MIDNIGHT BLUE
KENNY BURRELL
BLP 4123

COMPLETE CATALOG ON REQUEST

BLUE NOTE
43 W 61st St. New York 23, N. Y.

Cash Box RECORD RAMBLINGS

(cont'd from page 206)

Scardino is on the go here with a batch of red hot singles like "8 x 10" by **Bill Anderson**, "Faded Love" by **Patsy Cline**, "Little By Little" by **Linda Hopkins** (Brunswick) and possible twosider "More" b/w "Sukiyaki" by **Earl Grant**. Frank added a hefty plug for the label's exciting new album releases. . . . A giant size Hootenanny, spotlighting 25 folk singers, was held at McCormick Place 7/28. . . . **Harvey Goldstein** of Liberty Dist. is back on his feet after an emergency appendectomy and pluggin' away on **Wilson Pickett's** "It's Too Late" (Double L), **The Victorians'** "What Makes Little Girls Cry" and **Timi Yuro's** "Make The World Go Away." . . . **Rex Benson**, longtime comic-host at Chi's Fickle Pickle, is now appearing at the Fourth Dimension coffeehouses in Winnipeg and Regina, Canada. Benson's humor was showcased in the American's Parade supplement 7/28. . . . **Barney Fields** boasts some Dot powerhouses in "Breakwater" by **Lawrence Welk**, "The Next Time" by **Wink Martindale**, **The Surfaris'** "Wipeout" LP and the "**Pat Boone** Sings Guess Who" LP. . . . **Russ D'Angelo**, formerly with Music Box, has opened his own Record Mart One-Stop on the south side of Chi. . . . **Sam Cerami**, with an honest to goodness Good Humor Man and ace photog **Joe Gino**, made the rounds here 7/30 passin' out good humor bars to exploit **The Tornadoes'** current click on London tagged "The Ice Cream Man." Group made a CB stop and Sam told us how well the deck is doing in this area. . . . **Tony Bennett's** "This Is All I Ask" (Columbia) is makin' it big in and around the midwest, according to **Erwin Barg**. . . . In the fore at United Record Dist. are **The Miracles'** "Mickey's Monkey" (Tamla), **Theola Kilgore's** "This Is My Prayer" (Serock) and **Harry Charles'** "My Laura" (Rowax). . . . Songstress **Susan Smith**, currently at the New Orleans Playboy Club, is set for a two-weeker at the St. Louis club followed by an engagement in New York's Living Room 8/12. Thrush is managed by **Tim Boxer**. . . . **Bill McCloud** of M. S. Dist. is on the move exposing newies "Lonely World" by **Dion** (Laurie), "Woodpecker Song" by **Bobby Rydell** (Cameo) and "Look Again" by **Roger Williams** (Kapp). . . . Prexy **Gene Autry** and gen'l. mgr. **Erwin H. Schlicht** heralded the Sahara Inn's grand opening with a press preview in the Regency Room 7/31.

Another of the motel's showcases, the Celebrity Lounge, reopened 8/1 with **The Johnny Lewis Trio** headlining. . . . Among the flourishing items at Potter Dist. are "Mother Mother Can I Go Surfin'" by **The Crockett Bros.** (Del-Fi), "18 Miles From Wittleton To Wattleton" by **Jimmy Foster** (Del-Fi) and "There Must Be An Answer Somewhere" by **Gerald Sims** (Nike). . . . **Ed Yalowitz** of Garmisa Dist. tells us **Frank Fontaine's** second album on ABC-Paramount tagged "Frank Fontaine Sings Like Crazy" has really taken off in this area. Singleswise, Ed's high on Tangerine outing "Don't Send Me Flowers" by **Louis Jordan**. . . . Cortland's **Earl Glicken** reports action aplenty on "Elephant Walk" by **Donald Jenkins & The Delighters**. **Stuart Self** is back from Nashville where he cut a new one on Ermine tagged "Lady Lonliness." . . . Here's word from **Bob Haggenmacher** and **Ron Wallace** of Downtown Distribs in Memphis that **Ace Cannon's** "Hoedown Rock" (Fernwood) is a powerhouse in stores and jukeboxes out there. Sales have reportedly topped the 100,000 mark in the area!

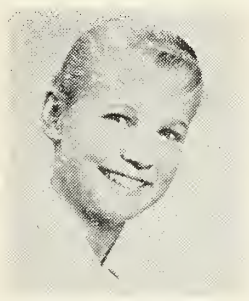
HOLLYWOOD:

Capitol's **Dick Dale and His Deltones** currently appearing at The Rainbow Club in Wildwood, New Jersey. This is the first East Coast tour for Dale and his crew and Capitol is going all out on promotion. . . . A&M Records have come up with another smash single in **Dore Alpert's** waxing of "Dina," which is breaking in all major markets. . . . **Danny Thomas** hosted the party held at Capitol's Studio A last week where **Rose Marie** recorded her first comedy album. . . . **Steve Allen** Show booking several record names this week, with **Rosemary Clooney**, **Mavis Rivers**, and **Bobby Vinton** all guesting. . . . **The Righteous Brothers** new Moonglow recording, "My Babe" getting pick hits across the country, including Discovery of the Week on local KFWB. . . . **Edward Everett Horton** will record a children's album for Cavalier Records following a summer theater tour. . . . **Kathy Brandon** on a two week West Coast tour promoting her new Crystalette disk, "Surfin' Doll." . . . **Phil Vaughan**, manager of The Surfers, hosted a Stereo Seminar recently at his Audio Corner. Discussion was broadcast over KRHM, and panel members included Warner Bros. Records **Jimmy Hilliard** and conductor **Johnny Green**. . . . While recently appearing at the Ice House, **Don Paulin** recorded his first album for Horizon Records titled "Upside Don." . . .

Liberty recording artist **Vicki Carr** into The Horn for a two week frame. . . . **The Surfaris**, who hit it big with "Wipeout" are out with a new Dot album, produced by **Richard Delvy** and **John Marascalco**. . . . **Rock Martin**, former Australian rock and roll singer, now in Hollywood, booked into the Beverly Hilton Rendezvous Room opening August 20. . . . **Marylin Burroughs** is featuring her new World Pacific record, "Stained Glass Windows" in her act at Ye Little Club, Beverly Hills. . . . **Dave Pell**, independent record producer for Liberty Records, has signed **John Veith** to a long-term exclusive recording contract with the label. . . . Reprise Records star **Lou Monte** is set for a month-long engagement at The Surf in Boston, beginning Aug. 5th. . . . **Maureen Reagan**, daughter of **Jane Wyman** and **Ronald Reagan**, has been signed to make her motion debut in MGM's "Hootenanny Hoot." . . . **Patti Page** will open a week's engagement at Freedomland Park in New York on Aug. 9. . . . **Lucky Starr**, one of Australia's top-rated vocalists, is currently at the Flamingo Lounge, Las Vegas, where he is featuring his new Dot release, "I've Been Everywhere." . . . Del-Fi's **Paul Wallace** off to London to guest star on a TV special for Granada. . . . The **Sherwood Singers** are finishing work on a movie, "Come To The Party," to be released through 20th Century Fox. . . .

VELVELETTES

JOE BRAGG



KATHY BRANDON

THE HOT LP'S FOR SUMMER

INEZ FOXX . . . SYMBOL LP 4400

BABY WASHINGTON. . . SUE LP 1014

STEREO

JIMMY McGRIFF . . . SUE LP 1013

IKE & TINA TURNER . . SUE LP 2007

Sue RECORDS
1650 Broadway N.Y.

Mercury Intros 2 Phonos At 1st Nat'l Sales Meet

The bright red vests with Mercury phono division logo presented to salesmen attending first national meeting in Chicago, get an admiring glance from Irwin H. Steinberg, exec. V.P. of the Mercury Records. K. S. Myers, left, veep in charge of sales for Mercury Records, helps Perry Winokur, sales mgr. for the division, with his new red-vested suit.

CHICAGO—Mercury Records' phono division held its first national sales meeting in Chicago, July 20, to introduce the firm's two new phonos and to outline a new sales plan and extensive advertising and promotion campaign for the coming months.

The meeting, planned to tie-in with the industry wide Music Show at the Palmer House (July 21 to 25) was attended by the division's 43 salesmen representing 41 states. Joining the day-long conclave at the Oxford House, to take the speaker's stand with Perry Winokur, national phono machine sales manager, were Irving Green, president; Irwin Steinberg, executive VP, Kenny Myers, VP, in charge of sales for Mercury Records; Rudy Kroupa, service coordinator for North American Philips; A. S. Gourfain, of Gourfain, Loeff & Adler, Inc., ad agency for the phono division, and department heads of the label.

In introducing the new products, Models AG-4000 and AG-4126, Winokur declared, "Mercury Phonographs are rapidly becoming a major factor in the industry. We are expanding our line with new products that feature the finest engineering advancements in the electronics world."

Demonstrating the new models, Winokur pointed out the new AG-4126, a flashlight battery operated unit, combined with an AC Plug-in feature, made the unit unique in that it could be used for outdoor use as a portable, and for home use as a plug-in unit as well. The AG-4126 also features a turntable that is weighted and balanced, a built-in pop up 45 rpm spindle and plays 7", 10" and 12" mono or stereo records at 16-2/3, 33-1/3, 45 or 78 rpm speeds. Other features are a plug-in diamond stereo cartridge, automatic shut-off, centrifugal governor to maintain speeds. The unit with the AC plug-in feature carries a list price of $59.95.

Model No. AG-4000 is a 4¾ lb., fully transistorized portable. Winokur pointed out the highlight features of the model: "Many months of playing time on just 6 ordinary flashlight batteries; automatic shutoff, plays stereo and mono records in three speeds—33-1/3, 45 and 78 rpm; weighted turntable, Ticonal speaker, plug-in diamond stereo cartridge with flip-over sapphire stylus for 78's and a break resistant plastic case. The model retails for $39.95.

For the meeting and evening party at the Edgewater Beach Hotel's Polynesian Room, hosted by Mercury, all sales representatives received a bright red vest, specially made to fit the sales staff, imprinted with the Mercury Phonograph Division logo in gold.

The evening affair was highlighted by a special on-stage greeting to the Mercury group, from Sarah Vaughan, Mercury artist, who was starring in the Polynesian Room show.

Happy 21st!

Basil Bova
Mack Wolfson
Morty Jay
Sandy Sina
Al Jacobs

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Cash Box TOP 50 IN R&B LOCATIONS

Pos.		Last Week
1	FINGERTIPS Little Stevie Wonder (Tamla 54080)	1
2	EASIER SAID THAN DONE Essex (Roulette 4494)	2
3	CANDY GIRL Four Seasons (Vee Jay 539)	6
4	NO ONE Ray Charles (ABC Paramount 10453)	5
5	JUST ONE LOOK Doris Troy (Atlantic 2188)	3
6	THE MONKEY TIME Major Lance (Okeh 7175)	9
7	I (WHO HAVE NOTHING) Ben E. King (Atco 6267)	8
8	PRIDE AND JOY Marvin Gaye (Tamla S4079)	4
9	MOCKINGBIRD Inez Foxx (Symbol 919)	10
10	MARLENA Four Seasons (Vee Jay S39)	11
11	SURF PARTY Chubby Checker (Parkway 879)	20
12	HELLO STRANGER Barbara Lewis (Atlantic 2184)	7
13	LAND OF 1000 DANCES Chris Kenner (Instant 3252)	16
14	TWIST IT UP Chubby Checker (Parkway 879)	18
15	NOT ME Orlons (Cameo 257)	12
16	MEMPHIS Lonnie Mack (Fraternity 906)	25
17	TILL THEN Classics (Musicnote 1116)	21
18	MY TRUE CONFESSION Brook Benton (Mercury 72135)	13
19	ROCK ME IN THE CRADLE OF LOVE Dee Dee Sharp (Cameo 260)	20
20	WILL POWER Cookies (Demension 1012)	23
21	SHAKE A TAIL FEATHER 5 Dutones (One-Derful 4815)	19
22	MORE Kai Winding (Verve 10295)	31
23	FRANKIE AND JOHNNY Sam Cooke (RCA Victor 8215)	27
24	HEY GIRL Freddie Scott (Colpix 692)	36
25	DANCIN' HOLIDAY Olympics (Tri-Disc 107)	25
26	HEAT WAVE Martha & Vandellas (Gordy 7022)	34
27	TREAT 'EM TOUGH Jimmy Soul (SPQR 3310)	29
28	WHEN A BOY FALLS IN LOVE Mel Carter (Derby 1003)	38
29	THE LOVE OF MY MAN Theola Kilgore (Serock 2004)	14
30	WAIT 'TIL MY BOBBY GETS HOME Darlene Love (Philles 114)	40
31	MAN'S TEMPTATION Gene Chandler (Vee Jay 536)	41
32	SOMETIMES YOU GOTTA CRY A LITTLE Bobby Bland (Duke 336)	37
33	SHAKE A HAND Jackie Wilson & Linda Hopkins (Brunswick 55243)	39
34	QUE SERA SERA High Keys (Atco 6268)	43
35	ONE FINE DAY Chiffons (Laurie 3179)	17
36	HEY THERE LONELY BOY Ruby & The Romantics (Kapp 544)	—
37	LEAVE ME ALONE Baby Washington (Sue 790)	44
38	MY BOYFRIEND'S BACK Angels (Smash 1834)	—
39	SHAKE, SHAKE, SHAKE Jackie Wilson (Brunswick SS246)	—
40	CAN'T NOBODY LOVE YOU Solomon Burke (Atlantic 2196)	45
41	THE KIND OF BOY YOU CAN'T FORGET Raindrops (Jubilee 5455)	—
42	IT'S TOO LATE Wilson Pickett (Double L 717)	49
43	MY DADDY KNOWS BEST Marvelettes (Tamla S4082)	46
44	A BREATHTAKING GUY Supremes (Motown 1044)	—
45	THESE FOOLISH THINGS James Brown (King 5767)	47
46	WHAT I GOTTA DO Little Eva (Dimension 1013)	—
47	YOUR OLD STANDBY Mary Wells (Motown 1042)	22
48	TELL ME THE TRUTH Nancy Wilson (Capitol 4991)	50
49	STRAIGHTEN UP YOUR HEART Barbara Lewis (Atlantic 2200)	—
50	SWINGIN' ON A STAR Big Dee Irwin (Dimension 1010)	26

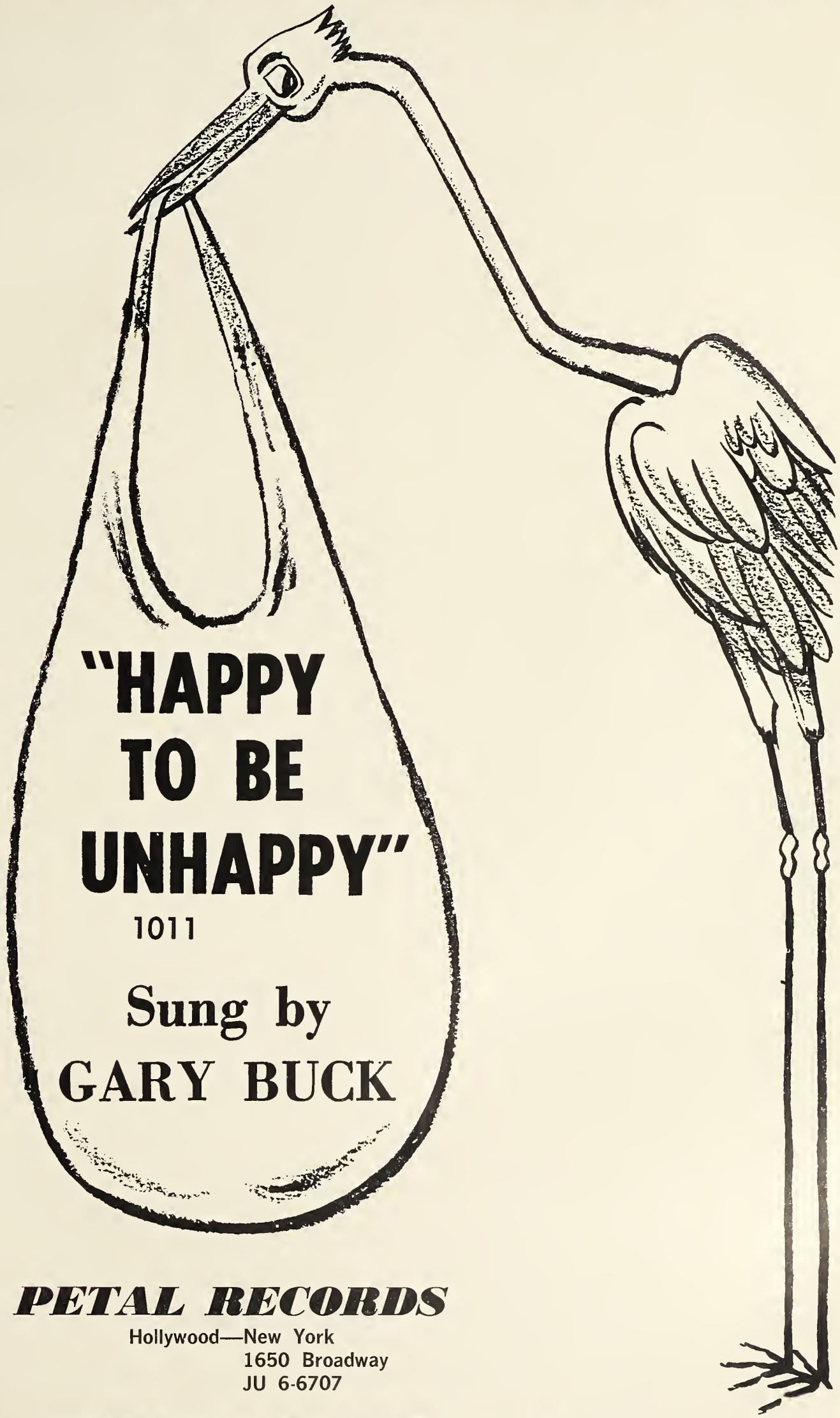
TOP 100 ARTISTS

(See Top 100 titles and labels)

Abbott, Billy	81
Angels	28
Bacharach, Bert	99
Bare, Bobby	13
Beach Boys	46
Bennett, Tony	63
Benton, Brook	53
Bland, Bobby	96
Blenders	59
Brown, James	78
Cannon, Freddy	64
Carroll, Andrea	72
Carter, Mel	44
Casey, Al	57
Cash, Johnny	16
Chamberlain, Richard	88
Chandler, Barbara	72
Chandler, Gene	76
Charles, Ray	52, 69
Checker, Chubby	26, 65
Christy, Lou	41
Clark, Ray	49
Classics	21
Colder, Ben	93
Columbo, Chris	98
Cooke, Sam	29
Cupids	45
Cymbol, Johnny	84
Dion	30
Dudley, Dave	48
Eddy, Duane	95
Essex	8
Fabric, Bent	100
5 Du Tones	92
Fleetwoods	68
Four Seasons	9, 39
Foxx, Inez	14
Francis, Connie	60
Gaye, Marvin	20
Glencoves	54
Gore, Lesley	6
Hamilton IV, George	23
Harris, Rolf	12
High Keys	85
Hyland, Brian	61
Ives, Burl	63
James, Sonny	91
Jan & Dean	3
Kenner, Chris	86
King, Ben E.	32
Kingston Trio	66
Lance, Major	34
Lee, Brenda	24, 27
Lewis, Barbara	47, 99
Little Eva	94
Little Stevie Wonder	1
Lopez, Trini	36
Love, Darlene	42
Mack, Lonnie	15
Martha & Vandellas	77
Martino, Al	33
Marvelettes	89
New Christy Minstrels	17
Newton, Wayne	22
Nitzsche, Jack	80
Olympics	71
Orlons	35
Peter, Paul & Mary	5
Pickett, Wilson	62
Pitney, Gene	40
Presley, Elvis	4
Raindrops	83
Ran-Dels	70
Randy & Rainbows	19
Renay, Diane	82
Richard, Cliff	100
Roaftap Singers	50
Ruby & The Romantics	79
Sakamoto, Kyu	51
Scott, Freddie	31
Sedaka, Neil	75
Sharp, Dee Dee	74
Sherman, Allan	25
Shirelles	55
Steve & Eydie	67
Stevens, Ray	56
Supremes	87
Surfaris	7
Tillotson, Johnny	73
Tokens	100
Troy, Doris	10
Tymes	2
Vinton, Bobby	39
Westan, Kim	90
Williams, Andy	18
Wilsan, Jackie	43
Winding, Kai	11
Wray, Link	58
Yuro, Timi	37

The above feature is designed as an aid to retailers who have requested such a list to help them locate hot singles when customers ask for them by artist name.

Our Big Baby (Going On To 1)



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Victor's New Low-Priced Classicals Sees Re-Birth Of Victrola Label

NEW YORK—The Victrola name, the famous tag under which RCA Victor marketed its disk & phonos in the early years of the record industry, is being revived for a new line of low-priced, stereo-era classical disks.

Announcement of the venture was made at Victor's recent Best Buy sales confab (see other stories) by George Marek, who directs the label's operations.

Series, featuring top long-hair attractions, will retail at $2.50 for mono, $3 for stereo.

Bowing the line are 15 LP's, set for release this month, with second issue due in Oct. Beginning in Oct., Victrola LP's will appear on a bi-monthly basis.

Packaging format is hard-covers with imprinted spines for home cataloging, liner notes, inner jackets and shrink-wrapped covers. Each LP will be adorned by a reproduction of an art masterpiece, including, for Aug., such painters as Corot, Perugino, da Vinci, Barocci, Rubens, Mantegna and Poussin.

"The RCA Victrola label," Marek told the sales meet, will make available to the public at low price some of the most important and significant performances of great standard classics to have appeared in the stereophonic sound era." He added that the catalog will correspond "closely with what might be considered a basic classical music library for new collectors." The Victrola label was trademarked by The Victor Talking Machine Co. in 1906.

The initial 15 issues include: Rimsky-Korsakoff's Scheherazade by Pierre Monteux & The London Symph., Rachmaninoff's Piano Concerto No. 2 with Alexander Brailowsky and Enrique Jorda conducting the San Francisco Symph., Tchaikovsky's 1812 Overture, Liszt's Mephisto Waltz and Debussy's Imberia with Fritz Reiner conducting the Chicago Symph., Stravinsky's Firebird Suite and Debussy's Nocturnes with Pierre Monteux conducting the Paris Conservatoire Orch. and Boston Symph., Brahms' Concerto in D for Violin with Henryk Szeryng and Monteux & The London Symph., Berlioz' Symphonie Fantastique with Monteux & The Vienna Philharmonic, Bruch's Violin Concert No. 1 & Mendelssohn's Concerto in E with Jaime Laredo & Howard Mitchell conducting the National Symph., and Charles Munch conducting the Boston Symph., Franck's Symphony in D with Munch & The Boston Symph., Beethoven's Symphony No. 5 & Schubert's Symphony No. 8 with Munch & The Boston

(Continued on page 216)

London Re-issues 16 Classical LP's On Richmond

NEW YORK—London Records has just announced the release of 16 new albums on its economy label, Richmond. The new release is a re-issue of London disks that includes four complete operas, four opera highlight sets and eight orchestral disks.

The complete operas are "Otello," "Rigoletto," "Salome," and a pairing of "Pagliacci" with "Cavalleria Rusticana." The Italian operas star tenor Mario Del Monaco and on the "Otello" set Renata Tebaldi shares the spotlight. The German opera features Christel Goltz.

Included in the opera highlights series are "La Boheme," "Madame Butterfly," "Tosca" and "Aida."

The eight orchestra packages feature the Vienna Philharmonic Orchestra in a program of Richard Wagner, Ernest Ansermet and the Suissea Romande Orchestra performing Ravel's "Daphnis and Chloe," "Danse Macabre and other Orchestral Favorites," and "The Three Cornered Hat" ballet by Manuel de Falla. Eduard Van Beinum conducts on Handel's "Water Music" and "Royal Fireworks" and on Haydn's "Surprise" and "Military" symphonies. Jean Martinon conducts for a program of Offenbach Overtures and the London Symphony Orchestra with Sir Malcolm Sargent doing Gustav Holst's "The Planets."

Warner Bros. Inks Werner Mueller

BURBANK—Werner Mueller, internationally-famous orskter-composer-arranger from Berlin, has been signed to cut a series of special LP's for Warner Bros. Records, it was announced by Mike Maitland, the label's topper.

It reportedly marks the first time that any name German artist has been signed to a direct agreement with a major American label.

"We are very gratified to have been able to secure the multi-talented Werner Mueller for Warner Bros. Records," said Maitland, "and we are especially grateful to his German recording firm, Teldec, for granting Werner the right to record for our label while still under contract to their company."

International director Robert B. Weiss initiated and negotiated the contract in behalf of Warner Bros with Mueller and confirmed that the initial recording sessions (and all future recording dates) will take place in Berlin at the Teldec studies beginning Sept. 2.

Teldec And London Plan Production Deal

NEW YORK—Executives of Teldec, the German affiliate of British Decca, and reps of London Records met recently to discuss plans for recording European artists for the American market.

Hans Lieber and Artur Waizenegger of Teldec met with Mimi Trepel, foreign distribution manager, Ed Kissack, London group topper, and Joe Bott, head of London and London International. In their discussions, the execs made plans to record Caterina Valente, Werner Mueller and Will Glahe with the type of material which would appeal to the American market.

A meeting in Nashville between Mimi Trepel and Fred Foster, Monument head, was held to make plans for Monument artists to appear on radio and TV during their German tour this fall.

D. H. Toller-Bond, exec vice president of London, stated that the discussions between London Records and Teldec will strengthen product and sales in both the U.S. and Europe.

Victor Bows '63 Best Buy Program; Sets Aug.-Sept. Pop-Classical Release

WHITE SULPHUR SPRINGS, W. VA.—RCA Victor Records' powerhouse 1963 "Best Buy Program," the label's 11th, was put on view before 350 key Victor personnel at a four-day International Sales Convention at The Greenbrier from July 21-25.

Victor execs, distribs and foreign reps were informed of the release of 25 pop albums for release in Aug.-Sept., eight Red Seals for Sept. and four Soria Series items for Aug. Included among the releases are two "highlighter" albums, one sampling the new pop product, the other new Red Seal releases. Both samplers are tagged "The New Sound of The Stars —Dynagroove." Twenty-two of the 34 Best Buy sets are also available on 4-track tapes.

Dynagroove Push

As the title of the samplers indicate, this year's program plays-up Victor's Dynagroove sound process, which the label debuted earlier this year. George Marek, veep and general manager of the label, told the gathering that the "Best Buy of '63 is, of course, a Dynagroove Best Buy." The label's big ad push for Aug.-Sept. will be keyed to the theme: "Now Enjoy the Worlds Greatest Aritists in His Master's New Voice . . . 'Dynagroove'."

It was announced at the meet that the diskery is offering its distribs a 12% discount on all Best Buy orders placed through Sept. 30. All new releases, catalog and tapes of Victor, RCA Camden (see separate story) and Victrola, qualify. Dating terms are also available.

The meet also saw the announcement of the revival of the Victrola label as the label's new low-priced classical outlet (see separate story).

Bill Alexander, the label's ad-promo manager, outlined the strong ad-promo campaign. "Only an astronaut could cover more space!," he quipped.

Ad-Promo Program

Highlighting national space ads will be a four-page "blockbuster" ad in Esquire which will headline the aforementiond campaign theme, including text depicting the acceptance of Dynagroove and illustrate all of the 34 Dynagroove albums. There will be six three-page ads, similar to the four-page spread, placed in Playboy, Cosmopolitan, High Fidelity, The New Yorker, Show and The New York Times Magazine. A one-page ad displaying the entire Red Seal Dynagroove release will run in the Saturday Review. In addition, there will be five individual artist advertisements placed in the New York Times Magazine & TV Guide—four of them full-pages, and the other a full-page-plus-column. Alexander said that the total readership impressions for these ads will total 82 million.

TV exposure of the campaign will include full-color commercials on Walt Disney's NBC series, "Wonderful World of Color," featuring pianist Peter Nero as spokesman for the Best Buy program. Commercials will be aired Sept. 1 & Sept. 8. Some 48 million viewers are expected to see the commercials, Alexander noted.

For national radio coverage, 11 30-second and 60-second radio spot scripts have been prepared covering Red Seal and pop product in the 1963 Best Buy. These scripts will be made available to Victor distribs for usage in their respective areas throughout the country.

Dealer Aids

Highlighting a potent array of point-of-sale material for 1963's Best Buy is a kit containing a major window display, an accordion-fold in-store hanger, two counter cards and twenty five consumer supplements. The window display is a compact, eye-catching unit showing all 34 Best Buy album covers with a striking three-dimensional effect, and is lighted from underneath to give maximum impact within a practical area. The accordion-fold in-store hanger also includes all 34 Best Buys LP's, together with a central message panel with the campaign's theme and a blowup of "Nipper." A dual-purpose item, the hanger can be opened up or squeezed together without losing visual effect. The counter cards come with tabs, on which individual dealers may place the albums of their choice. The consumer supplements are 6-page dazzlers in full-color, or, suitable for mailing. They show Best Buy theme and display album cuts of every Best Buy album, together with descriptive copy for each. In addition, distributors will be provided with browser boxes and salesmen's brochures which document the entire Advertising and Promotion Campaign in booklets fitted inside the front covers.

As a point-of-sale plus, copies of a six-page, full-color trade publication advertisement—which emphasizes the campaign's theme and displays every LP cover in the Best Buy release and includes room for dealers' imprints—will be made available to distribs in quantities sufficient to supply all dealers, for use as counter give-aways and mailing pieces.

To stimulate distrib local advertising, Victor will provide eight Best Buy ad mats in all sizes, covering all Dynagroove Best Buy product, and radio spot scripts and a Red Seal Dealer Brochure displaying all classical merchandise being offered for August and September.

The New Product

Here's the line-up of pop & Red Seal issues for Aug.-Sept.

The Aug. pop release of 13 LP's (including the sampler) includes: "The Songs I Love—Perry Como," "Teen Scene—Chet Atkins," "Cattlea Call—Eddy Arnold," "Waltz with Me, Della (Reese)," "Honey in the Horn—Al Hirst," "The International Jim Reves," "Peter Nero in Person," "Jump for Joy—Joe Williams," "Sounds Unlimited," Marty Gold, "The Ways of Life-Hank Locklin," "3 Great Bands," Henry Mancini, Al Hirt and Perez Prado, "3 Country Gentlemen," Hank Locklin, Hank Snow and Porter Wagoner.

(Continued on page 216)

Two Key Jobbers Fill Out Columbia Re-Authentication Form

NEW YORK—Two large rack-jobbers have already filled-out & returned to Columbia Records special "re-authentication" forms that the label now requires of sub-distribs who want to purchase its product at functional discounts.

The two firms are Roberts of St. Louis and Handelman of Detroit. Praising this action on the part of Columbia, Hausfater said similar moves by "every record label would make this business a lot more healthier."

In making "representations & warranties" to Columbia, rack-jobbers and one-stops declare that they have at least 50 retail and/or jukebox operator accounts in or over which they do not have any stock ownership, proprietary interest or management supervision or control. Those establishments which are associated with the rack-jobber or one-stop must be listed on the last page of the form.

Those filling-out the forms also agree to: no consignment sales as sub-distribs; monthly accounting to Columbia of its product sold to jukebox operators or retailer in which there is a measure control by the rack-jobber or one-stop; advise Columbia in writing within 10 days if stated facts are changed; understand that Columbia will rely on representations as the basis for granting sub-distrib discounts, and to indemnify the label and any of its affiliated corporations against "any and all losses and expenses which you incur as a result of sales made to us in reliance upon any statements herein contained which is either not untrue or which later becomes untrue" and is not brought to the label's attention.

Concludes the form:

It is clearly understood that we shall not be entitled to any sub-distributor discount (a) on any sales made to juke-box operators or retailers (including record concessions and/or leased record departments) in or over which we have any stock ownership, proprietary interest or management supervision or control, or (b) on any sales to retailers which are consignment sales, or (c) on any sales which might be made by us at retail (including sales by record concessions and/or leased record departments). We further understand that any sub-distributor discounts granted by you may be terminated by you at any time.

Hifi Music Show Set For Sept. 11-15 At N.Y.'s Trade Show Bldg.

NEW YORK—The eighth annual High Fidelity Music Show will be held at the New York Trade Show Building, Eighth Ave. & 35th St., Sept. 11-15.

Sponsored by the Institite of High Fidelity, the exhibition will highlight components and hifi systems from manufacturers all over the world.

The equipment will be shown on five floors of the Trade Show Bldg. Hours of the exhibition will be 3:30-10:30 PM, Wed. thru Fri., 12 noon to 10:30 PM Sat., and 12 noon to 7:30 PM Sun.

RCA Camden Unveils 10 LP's & 5 Tapes For Aug.-Sept. Release

NEW YORK—RCA Camden has announced the release of ten new albums and five 4-track stereo tapes for Aug. and Sept. The new product was unveiled at the recent International Sales Convention at White Sulphur Springs in West Virginia.

The Aug. part of the release includes "Holiday For Strings" with the Living Strings (also on tape), "The Humorous Side Of Music" with Homer and Jethro, "The Shimmering Sounds Of Living Strings" (also on tape), "A Satisfied Mind" by Porter Wagoner, and "The Big Guitar Sound"' with the Living Guitars (also on tape).

The Sept. release is comprised of "Songs Of Hawaii" with Leo Addeo and his orchestra (also on tape), "Living Strings At A Sidewalk Cafe," "Great Spirituals" by the Malcolm Dodds Singers, "Smoke Gets In Your Eyes" by the Living Voices (also on tape), and "All-Night Sing" by the original Carter Family.

Lyons Upped To CRD Dir. of Sales; England To Head N.Y. Branch

JOE LYONS

NEW YORK—Columbia Record Distributors has made a number of organizational changes, according to Jack Loetz, general manager.

The announcement includes the promotion of Joseph Lyons from the marketing staff of Columbia Records to Columbia Record Distributors, as director of sales.

Lyons will provide general management and sales direction in all activities of CRD branches. Columbia branch managers will report to Lyons. He joined Columbia in 1956 as manager of the Philadelphia branch of CRD. In 1958, he was promoted to distributors sales manager of Columbia Record Sales Corporation; in 1961 to manager of field sales; and in 1962 to marketing director of product, sales and planning.

Donald England has been reassigned as manager of the New York branch. He will be responsible to Lyons for the operations of the outlet. England joined CRD in 1956 as manager of the Kansas City branch. In 1958, he became manager of the Detroit branch, and was promoted to national sales manager of CRD in 1960. In January, 1962, he was promoted to director of sales for CRD.

Further organizational changes included the establishment of the Cleveland branch, and the reassignment of

(Continued on page 216)

NARM's Chi Meet Sees Reaction To Columbia's Pricing, Sub-Distrib Moves

CHICAGO—One hundred & seventy reps of leading rack-jobbers and labels were on hand here to attend the mid-year meet of NARM, the rack jobber organization, last week (July 31-Aug. 2). The attendance figure was the largest yet for a between-the-annual-convention confab of NARM. A solid total of 58 labels were present.

While a prime function of the meet, held at the Edgewater Beach Hotel, was to bring labels and rack-jobbers together for person-to-person introductions of new Fall & Xmas product and programs, the prime topic of conversation was, naturally, Columbia Records' recently inaugurated price stabilization move and matters related to the label's industry bombshell, including its new functional discount procedure.

NARM itself is taking no official stand on Columbia's actions, but the general feeling among rack-jobbers attending the meet was agreement with many aspects of the label's new pricing policies and a "try-their-best" attitude to carry it through. Some rackers, however, felt that Columbia's "frozen price" move would leave them in a "difficult position" since they felt it afforded them an insufficient profit margin. Still others felt it "strange" that Columbia's subsid, Epic Records, was not selling its product under similar circumstances. At the recent Columbia convention in Puerto Rico, where Columbia's price moves were first announced, it was conceded by the label's sales chief Bill Gallagher that Epic was not yet in a competitive position where it could also take part in the parent company's new pricing policies. However Gallagher did say that when and if indies indicate they can move in the Columbia direction, Epic will be first.

As to the forms which Columbia now requires sub-distribs to fill out as a prerequisite to a functional discount, the label is assured of just about complete compliance among NARM rackers.

However, many an individual rack-jobber will be consulting with his personal attorney before he fills out and mails the forms to Columbia. The deadline date set by the label for the forms to be in its hands has been extended from Aug. 1 to Sept. 1. It was noted that many rack-jobbers hadn't the opportunity to see the forms, since the label started its mailing last week.

A spokesman for NARM said that the labels on hand had been doing "good business," but could not reveal specifics as to total dollar volume.

A highlight of the Thurs. gathering was the presentation of plaques to honor and recognize past presidents and board members of NARM. Current president Cecil Steen also received a plaque. Previously serving as NARM toppers were Jim Tiedjens (1958-60), Harold Goldman (1960-61), Ed Snyder (1961-62) and Glen Becker (1962-63).

NARM Sets '63 Convention For Miami Beach (Apr. 19-23)

CHICAGO—NARM's 1964 convention dates & sites were announced at last week's mid-year of the rack organization. Dates are April 19-23 at the Eden Roc Hotel in Miami Beach, Fla. Co-chairmen of the convention are Ed Snyder and George Berry.

Newport Folk Fest Scores Stunning Triumph; 47,000 Attend 3 Concerts, All-time High

NEWPORT, R.I.—Dramatic proof of the current folk music renaissance was the recently concluded 3-day (26-28) festival held in and around Freebody Park, this city. The folkfest, which consisted of four main concerts and a series of morning and afternoon workshops and panels, even broke attendance records of its more-firmly entrenched "big sister" Jazz Festival. In cold dollars and cents aftermath, the 47,000 paid admissions will mean that the nonprofit Newport Folk Foundation will have about $70,000 to utilize for educational projects.

The first concrete indication of the tremendous turnout came on Fri. afternoon (26) when incoming crowds were bogged down, for nearly three hours, in a standstill traffic jam behind the Jamestown-Newport ferry. Despite a scorching 86 degrees, the spirits of the fans sandwiched in the mammoth logjam of burning automobiles remained significantly high. Many festival-goers, who were, for the main, clean-scrubbed collegiate types, passed the stagnant hours singing and pickin' in hootenanny fasihon with their friends. A spirit of camaraderie and unrestrained exuberance filled the air.

For coordinating the event and preventing what might have developed into a disjointed hodge-podge of trivia, credit must be given to technical producer George Wein and the seven atrist-board members who devoted their time and services; Theodore Bikel, Bill Clifton, Clarence Cooper, Erik Darling, Jean Ritchie, Pete Seeger and Peter Yarrow. For the financial success of the festival, credit must also be given to the more than 70 performers who worked in the stifling heat for minimum wages.

This year the festival committee invited a formidably eclectic program of folksingers to appear in the historic resort city. There was a cross-section of first-line professionals and an impressive array of little-known performers. The audience could also pick and attend 18 daytime panels and workshops, as many as four at a time, which were conducted on the tennis courts of the Newport Casino. But the crowd came, in many cases from such distant plances as Calif. and Wash., to see their favorites.

Heading the list of crowd-pleasers was Vanguard's Joan Baez. The madonna-like folksinger's sensitivity, superior musicianship and ethereal beauty have made her, according to one trade source "the high-priestess of the contemporary American folk movement." Baez is obviously cognizant of her role and offered her fans a generous helping of songs frequently-associated with her including "Freedom," "All My Trails" and "Long Black Veil." Further playing-up to her disciples, she amused the vast audience by rendering a pungent satire of a popular rock 'n' roll song.

However, the acclaimed hero of the fete was a 22-year-old writer-singer-guitarist-harmonica player from Hibbing, Minn. called Bob Dylan. The artist, who records for Columbia and who is the writer of the current Peter, Paul and Mary hit, "Blowin' In The Wind," completely captured the imagination of the audience and performers alike with his hard-driving talkin' blues style and biting, topical songs of protests. Looking something like a displaced Bowery Boy, the sandy-

(Continued on page 216)

Inka Dinka Doo Chat

HOLLYWOOD—Jimmy Durante takes a few minutes break during the recording sessions for his new album to chat with Mark Maitland, son of Warner Bros. prexy Mike Maitland (seated left). Looking on are Jimmy Hilliard (left, standing), A&R director, and Lowell Frank, chief engineer, both of WB Records. Recording sessions were for Jimmy Durante's new LP, "September Song."

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It's Dion DiMuci Now

NEW YORK—Dion, the star songster, has added his surname—DiMuci—to his future billings, including dates on disks, TV, concerts, flicks, supper clubs, etc.

All future contracts calling for the performer's services, it was announced, will stipulate that he be billed as such.

At the beginning of his disk career, DiMuci sang with The Belmonts, then known as Dion & The Belmonts. After he left the group to become a solo, he retained the Dion billing.

DiMuci, one of the Columbia label's powerhouse teen performers, will do his first "book" show when he stars in a summer production of "Wish You Were Here" at Cleveland's Cane Park from Aug. 14-25. Other upcoming p.a.'s include a one-niter tour in a package in which he'll co-star with Sam Cooke, and a tour of England. While in England, he's scheduled to star on the popular "Saturday Night at the Palladium" TV'er.

Jack Newman Dies, Sec'y Of Southern Music

NEW YORK—Jack Newman, secretary of Southern Music, died here on Thurs., July 25, after a long illness. Newman had been associated with Southern Music for the past 16 years, having also served the firm as manager of its Canadian branch. He was a charter and lifetime member of the Country Music Association. Surviving are his wife, Rona, a son, Roger, and a sister who is living in England.

20th C-F Youmans' Memorial LP

NEW YORK—Robert Lissauer, vice president and general manager of the Youmans Music company, has announced that 20th Century Fox Records will issue a memorial album of Vincent Youmans tunes this month.

The LP will be tagged "Like Time On My Hands, A Tribute To Vincent Youmans," and will feature pianist Til Dieterle and her instrumental group.

An all-out celebration is planned to commemorate the 65th anniversary of the late composer's birth, and the LP will be shipped to distributors on Aug. 20, ready for the Sept. 27 birthday anniversary, the focal point for the commemorative tribute. Youmans died in 1949 at the age of 49.

London Sets Aug. Stereo Tape Release

NEW YORK—Marty Wargo, sales director at London Records, has announced the label will release its first stereo tape packages of material selected from the catalog of its subsidiary classical label, L'Oiseau-Lyre.

The first release, to be available early this month, includes two operas, Berloiz "Beatrice and Benedict" and Purcell's "Dido and Aeneas."

The August tape sets from London will include "She Loves" by Frank Chacksfield, a coupling of "Wild Strings" with Werner Muller and "Golden Strings" with Johnny Douglas, and one classical entry, "Tales of Old Vienna" with the Vienna Philharmonic conducted by Willi Boskovsky.

4 Albums In Summer Issue From Caedmon

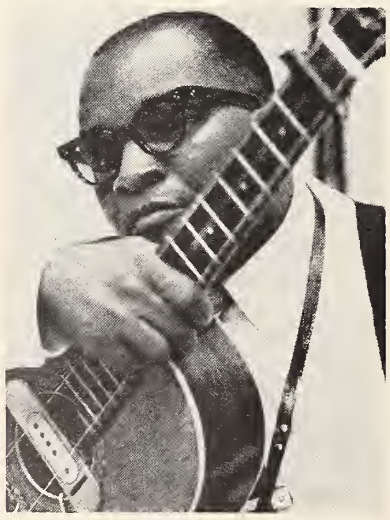
NEW WORK — Caedmon Records' summer release schedule calls for the release of four LP's.

In its Shakespeare Recording Society series, the spoken-word outfit is offering "Sonnets of William Shakespeare" read by Sir John Gielgud (2-LP's). Rudyard Kipling works are featured in two separate entries featuring Boris Karloff, who does Kipling's Jungle Books: "How Fear Came" and "Toomai of the Jungle." The final issue is Roark Bradford's "Ol' Man Adam an' His Chillun" narrated by Mantan Moreland.

Dealer Calls It Quits

NEW YORK—Current efforts to bring price stabilization within the industry have come too late for Edward L. Flynn's two disk dealerships in Taylor, Mich. Flynn has closed both stores with the following explanation to Cash Box: "We have closed both of our stores . . . It seems a shame that the music industry has fallen to such depths that discount stores sell our product cheaper than we can buy it from the manufacturer . . . If the prevailing industry conditions are improved and we go back into business again, we would be happy to re-establish our relationship with you."

Epic Inks Rodriguez



NEW YORK — Arsenio Rodriguez, the vet Cuban composer who originated the mambo back in 1937 with his composition "So Caballo," is back on the scene, this time on Epic Records with a new Afro-Cuban beat, the "Quindembo" which in Congolese means "mixture." The artist was blinded at seven but he has mastered every musical instrument specializing in the "Tres"—or 3 string guitar native to Cuba. Rodriguez was signed to the label by Pete Rosaly who produced his first LP.

Monte Denied Injunction In Suit Against Pickwick Int'l

NEW YORK—The New York State Supreme Court has denied a motion by Lou Monte for an injunction to restrain Pickwick International from distributing & selling a low-priced LP featuring tracks by Monte & The Botti Endore Quartet.

In a damage suit against PI, Monte charged that he did not grant PI permission to release the dates and that the LP contained a voice that sought to take advantage of his special brand of Italian-flavored vocals.

The Supreme Court overruled Monte's claim that "production and distribution was not authorized" by him. PI contended that "such authority was given to the plaintiff's predecessor in interest and that the linking of plaintiff's recordings with other artists in a single album is practice common to the trade."

The Court held that "in view of the conflicting arguments and in absence of a clear showing of irreparable damage, the drastic relief herein sought cannot be granted."

Monte's attorney, Edward J. Kaufman, told Cash Box that he would bring the case before a jury.

Carlton's "Few But Great" Release Policy Debuts With Connie Francis Protege

NEW YORK—After three months of drydocking all releases under a new "few but great" policy, Carlton Records last week revealed a deal with MGM singing star Connie Francis which will result in this week's launching of the first single under the new marketing philosophy.

The Carlton deal with the star, does not involve her personal artist services, of course, but was consummated on behalf of her young protege-star Rick Skylar. Negotiations were completed last week by Miss Francis' manager George Sheck and Carlton prexy Joe Carlton.

The young chanter has been signed to a term contract calling for joint creation and production of records by Connie Francis' production staff of arrangers and writers and the Carlton personnel. The first session starring Skylar has already been cut with large orchestra and group under the auspices of Connie Francis' publishing company, Merna Music, with producer-writer-arranger services contributed by Stan Vincent, Hank Hunter and singer-writer Skylar. Both Vincent and Hunter have indie hits chalked up to their combined writer-arranger credits, apart from the many clicks for the lark.

Unique production deal between Carlton and MGM singing star's firm calls for a long-term build-up via singles and albums with promotion and creative costs to be jointly financed. Initial large-sound, teen-platter entitled "Crying In My Cherry Soda Pop" ships this week.

Emphasizing its enthusiasm for the Francis-produced platter, Carlton Company previously had curtailed releases rigidly, prexy Joe Carlton contending the only solution for the "saturated market" problem to be manufacturer adoption of his "few but great" theory.

Distribs handling the new platter under the new policy, Carlton emphasizes, will receive absolutely no allocations of product, absolutely no "free goods" except for direct radio-disk-jockey airplay purposes, and will be asked to place complete reliance on public reaction to product without discount. As balm to the distributors, a "realistic" new pricing policy will be announced later.

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Columbia's Got Cassius Clay For A "Greatest" Long Play

NEW YORK—Cassius Clay, boxing's poet and prognosticator, has entered the disk ring via a deal with Columbia Records.

Clay, who'll enter the boxing ring next month to fight Sonny Liston for the heavyweight title, will write, produce, direct and star on an LP called "I Am The Greatest," which is one of Clay's many self-proclaimed tributes. Sessions for the LP, which will include Clay rhymes, songs and skits, take place in New York this week.

"Cassius Clay," says Columbia's Dave Kapralik, who negotiated the contract that brought the boxer to the label, "has proven throughout his meteoric career that he has an indefinable quality which makes him an extraordinary public personality. We strongly believe that we can capture his truly unique personality on his forthcoming records."

Clay has employed his rhymes, mostly in the form of couplets, to predict the exact rounds in which his opponents will be defeated, and he's been remarkably accurate. He's won all 19 of his professional bouts. In the above pic Clay discusses his new recording plans with Goddard Lieberson, prexy of Columbia Records.

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P, P & M Make Foreign Language Invasion For Warner Bros.

BURBANK—Peter, Paul and Mary, who are currently riding high on the Top 100 with "Blowin' In The Wind," will make 3-language attack on the foreign record market for Warner Bros. Records when the trio plane to Europe Sept. 2 for a series of appearances.

Through special arrangements coordinated by Bobby Weiss, the firm's international director, the group will record in Berlin at the famous Teldec G.m.b.H. studios under the guidance of the German distributor for the WB label. Producing the German language sessions will be Frau Sigrid Volkmann of Teldec, while French titles will be produced by Jacques Wolfson of the Vogue in Paris (French distrib of the line) with Ezio Leoni of Saar (Milan) handling the Italian language titles. All recordings will take place in the Berlin studios with various A&R directors flying in for the sessions.

Columbia To Promote Thornton's Dauntless Disk

NEW YORK — William Gallagher, vice president of marketing for Columbia Records, has announced that the label will promote Teri Thornton's single, "Somewhere In The Night," on the Dauntless label. The lark was pacted to Columbia a few weeks ago.

Gallagher and Sidney Frey, Audio Fidelity topper, of which Dauntless is a subsid, negotiated to have Columbia promote and re-service the Dauntless disk. A national campaign has been planned, and Gallagher stated that future recordings made by the songstress for Columbia will be strengthened by this arrangement.

Chi Music Show Sets New Attendance Mark

CHICAGO — The 1963 Music Show, sponsored by the National Association of Music Merchants, and held in Chicago's Palmer House July 21-25, set a new attendance record.

William R. Gard, executive secretary of the NAMM, reported buyer attendance at the five day affair was up 32 per cent over last year. Final count of buyers this year was 4,936, compared with 3,829 last year. Overall registration was 13,192, compared with 11,769 last year.

Retailers left the show in an optimistic mood. A survey disclosed merchants look for a 10 per cent increase in business this year, according to Gard.

With about 75 per cent of NAMM members selling home electronics, there was much emphasis placed upon phonos, small screen television; color TV and solid state (all transistorized) and TV sets at the Show.

Eldred S. Byerly, Byerly Brothers Music Co., Peoria, Ill., was elected president of NAMM during the Music Show, succeeding Ted S. Korten, Korten's, Longview, Washington.

The 63rd annual show next year will be held in the Palmer House in Chicago, July 19-23.

Queens Litho Suffers Damage In Thunder Storm

NEW YORK—Hardest hit by severe thunder storms here last week was Queens Lithograph Co., the Queens-based album sleeve manufacturer. 300 pound roofing slabs plunged through upper floors of the firm during working hours, but, fortunately no one was injured.

"Sukiyaki's" Sakamoto Sets U.S. Visit This Month

HOLLYWOOD—Kyu Sakamoto, the young (21) Japanese star whose Capitol recording of "Sukiyaki" was America's No. 1 record for four weeks this summer, will make his first visit to the United States in mid-August. Label has just released his follow-up date, "China Nights."

He will arrive here the evening of Aug. 13 and return to Tokyo the night of Aug. 16, traveling both ways via Pan American jet. During his brief stay in Hollywood, Sakamoto will be on an 18 hour-a-day schedule, capped by two appearances on the Steve Allen Show for airing in Sept.

Also on his agenda are a press conference, in-person and telephone interviews, a cocktail party, and conferences with representatives of the Japanese government in Los Angeles.

A highlight of Sakamoto's trip will be a visit with Los Angeles Mayor Sam Yorty, at which the young entertainer will present Yorty with a scroll and official greetings from the mayor of Osaka, Japan, sister city to Los Angeles.

The final day of his stay in the United States will be strictly pleasure for Sakamoto, who then will be guest of honor at Disneyland.

While in Hollywood, Sakamoto and his party will stay at the Beverly Hilton Hotel, where the cocktail party and press conference will be held. He will be accompanied on the trip by his personal manager, Masao Manase and Mrs. Manase and Warren Birkenhead, Capitol's rep in Japan. Also traveling with Sakamoto will be a cameraman from a Japanese TV network who will cover the performer's first visit to the United States.

The trip marks the second time the popular young entertainer has trekked outside of Japan. Last Sept. he made a 20-day tour of Europe.

A highly successful star in Japan, Sakamoto in the past four years has recorded four LP's and 15 singles, all hits, has starred in eight motion pictures, headlines four weekly television shows, and appears regularly on radio.

Decca Markets Its Own Phono Needle Line

NEW YORK—Decca Records has just begun marketing a complete line of sapphire and diamond replacement phono needles for the first time under its own name.

To help speed-up acceptance of the line, the label is offering a special introductory incentive program to the trade, details of which are available at local Decca branches.

Complete sales aids, including price sheets, dealer catalogs, window streamers, counter cards, order blanks and display cases, are now in stock at all Decca outlets. In addition, all new runs of the complete Decca phono line will carry stickers advising the type and model number of the suggested Decca replacement needle.

Decca needle line features every type of replacement needle—jeweled tip, single tip diamond and double tip diamond.

Victor Makes New Rep Agreement With Teldec

NEW YORK — RCA Victor Records has concluded a new long-term deal with Germany's Teldec label that marks a major step in the eventual use of the RCA Victor logo all over the world.

Deal was finalized in New York recently when Teldec execs Hans Lieber, general manager, and Artur Waizenegger, sales manager, were on a U.S. visit. Teldec will continue to press, on a custom basis, Victor product for indie RCA distribs in Scandinavia, Austria and Switzerland.

"The RCA Victor imprint will be used throughout Continental Europe," stated Dario Soria, veep of Victor's international dept., "which means another step forward in establishing the label on a global scale."

During their stay in the U.S., Lieber and Waizenegger visited the Victor plant in Indianapolis and attended the label's Best Buy sales meet in White Sulphur Springs, W. Va. (see separate story on execs' meets with officials of London Records, U.S. outlet of Decca of England, affiliated with the German label since 1950—Teldec is a contraction of Telefunken and Decca).

Teldec will also issue Victor's new low-priced classical line, Victrola, to the West German market. Teldec's association with Victor dates back to 1957.

Grand Award Issues 3 Lingual LP's

NEW YORK—Going abroad and not up on the Italian, French and Spanish languages and locales? Grand Award Records can be of help with three new LP entries for the tourist and traveler.

Each package includes a full-length LP language course (in Italian, French and Spanish), a pocket-sized world-phase guide and an illustrated tourist guide book prepared in cooperation with Pan American Airways. The Spanish LP, incidentally, is intended for use in connection with trips to South America.

The packages, listing at $4.98 in mono and stereo, provide key words, phrases and sentences to cover such exigencies as arrival, transportation, money, sightseeing, shopping, making phone calls, sending telegrams, ordering meals and seeking entertainment.

Approach of each set is similar: first the word, phrase or sentence is said in English. It is then repeated in the language three times with pauses between to allow the listener to repeat them to himself wtih the proper inflection and pronunciation.

Enoch Light, head of GA, served as exec producer for the albums, which feature the expert lingual knowledge of college professors Olga Ragusa (Italian), Guillermo Brown (Spanish) and Dr. Michael Riffaterre (French). Lyle Engel was exec director and Julie Klages produced and directed.

DG Issues LP of Kennedy in Germany

NEW YORK—Deutsche Grammophon Records has just released a documentary record on President Kennedy's recent visit to Germany, featuring excerpts from the President's speeches held in Bonn, Cologne, Frankfurt and Berlin. Net profits from its sale will benefit the German Peace Corps, inaugurated during Mr. Kennedy's visit in Bonn.

A copy of this album, in a special deluxe box was presented to the President last Wednesday (7/31) through DG's New York Liaison Office. The album is now available to the trade through the DG office in the Empire State Building in New York.

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Columbia Names Manager Of Nashville Studios

NEW YORK—Harold Hitt has been appointed manager of Columbia's Bradley Recording Studios in Nashville, according to an announcement from Kenneth Raine, general manager of studio operations for Columbia Records.

Hitt succeeds J. William Denny, who has resigned to take over his family's business. Hitt is responsible to Raine for directing all functions of the studios, including sales, administration and technical activities.

Since joining the company, Hitt, a native of Nashville, has supervised the installation of mastering equipments, which now allows the Bradley Studio to cut masters for 45 singles as well as stereo and mono albums.

Hitt, gained his business experience as an officer of the Associate Finance Company. For five years he was on the faculty of Nashville Maplewood High School, where he coached the varisty football team.

Kessler Exits Leiber & Stoller, Revives Kryder Music

NEW YORK—Danny Kessler has resigned as veep and professional manager of the Lieber-Stoller indie production-pubbery organization.

Kessler, who said his parting with L&S was amicable, has reactivated his music operation, Kryder Music, which has been inactive for the two years he has been associated with L&S. He said that he is presently arranging for office space to house his pubbery and production company. Several production deals are being negotiated, he added.

During Kessler's tenure with L&S the firm made a number of successful production deals and inked a host of click writers, such as Jeff Barry, Ellie Greenwich, Billy Ed Wheeler, Tony Powers and Van McCoy, who were responsible for such hits as "Da Doo Ron Ron" by The Crystals, "Whata Guy" by The Raindrops, "Reverend Mr. Black" by The Kingston Trio, "Let's Kiss & Make Up" by Bobby Vinton," "She Cried" by Jay & The Americans and others.

Kessler has had A&R stints with Columbia and Victor. After his label affiliations, he formed Rush Music, which he sold just prior to joining the L&S setup.

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RCA Bows '63 "Best Buys"

(Continued from page 210)

The Sept. pop Best Buys are: "Odetta Sings Folk Songs," "Fourteen 14K Folk Songs—The Limeliters," "'Twangin' Up a Storm—Duane Eddy," "Comin' On—Floyd Cramer, "Night Beat—Sam Cooke, "I Wrote a Song . . . Don Gibson," "Everything Under the Sun—The Three Suns," "Railroad Man—Hank Snow," "The Big Band Sound of Sid Ramin," "Let's Fall in Love—The Cascading Voices of the Hugo & Luigi Chorus," "3 Great Girls," Ann-Margret, Kitty Kallen, Della Reese, "3 Great Pianos," Frankie Carle, Peter Nero, Floyd Cramer.

The four Soria Series entries are: "Tosca," starring Leontyne Price, Toscanini conducting Schubert's C Major Symphony, "The Horowitz Collection," two-disk album, "An Evening of Elizabethean Music," The Julian Bream Consort.

The eight Red Seals for Sept.: Van Cliburn & The Chicago Symphony with Fritz Reiner doing Beethoven's Concerto No. 4, two LP's by The Boston Symphony with Erich Leinsdorf ("Incidental Music to a Midsummer Night's Dream" by Mendelssohn, available in deluxe and regular releases, and Richard Strauss' "Ein Heldenleben"), "Porgy & Bess" selections with Leontyne Price & William Warfield, Leonard Pennario performing Rachmaninoff's Rhapsody on a Theme by Paganini, Franck's Symphonic Variations and The Litolff Scherzo, with the Boston Pops conducted by Arthur Fiedler, "Concert in the Park," Boston Pops & Arthur Fiedler, and "On Tour," Robert Shaw Chorale, Artur Rubinstein performing the Tchaikovsky Piano Concerto No. 1 with Erich Leinsdorf directing the Boston Symphony Orchestra.

RCA Budget Classics

(Continued from page 210)

Symph., Beethoven's Symphony No. 3 with Monteux & The Vienna Philharmonic, Tchaikovsky's Concerto in D for Violin with Henryk Szeryng and Munch & The Boston Symph., Tchaikovsky's Piano Concerto No. 1 with Emil Gilels & Reiner & The Chicago Symph., Debussy's La Mer & Ravel's Rapsodie Espagnole with Munch & The Boston Symph., Dvorak's Slavonic Dances with Jean Martinon conducting the London Symph., and Bizet's L'Arlesienne Suites 1 & 2, Chabrier's Espana Rapsodie & Marche Joyeuse with Jean Morel conducting the Orchestra of the Royal Opera House, Covent Garden.

Columbia Ups Joe Lyons

(Continued from page 211)

William Gross from the Rochester branch to the position of manager at the Cleveland branch. Gross is responsible to Lyons for the operations in Cleveland Branch. He joined CRD in 1957 as operations manager in Baltimore. In April of 1962 he was promoted to manager of the Rochester branch.

The new Minneapolis branch will have as its manager Merton Paul, who has been transferred from the Los Angeles branch. The Minneapolis branch will cover the territory previously covered by the Minneapolis and Des Moines indie distribs. Paul will be responsible to Lyons for the operations of the Minneapolis branch. He joined the Los Angeles branch as a sales trainee. In 1961, he was promoted to operations manager.

Newport Folk Fest

(Continued from page 211)

haired, lanky youth, who wore the same pair of bluejeans and mustard-stained workshirt for most of the Festival, ranks as the logical successor to Woody Guthrie as the folk-poet laureate of the nation.

Another newcomer who exploded on the Newport scene was John Hammond, Jr. The 20-year-old son of the Columbia executive, who was not known by the bulk of the crowd prior to the event, thrilled the fans with his distinctive rural blues. Vanguard, which recorded the entire 3-day Festival, will release Hammond's first album in the near future.

The smorgasbord element of the program was clearly-delineated by the chasmal variance in the performers. The first evening concert (26) ran the gamut from the slick, polished Peter, Paul and Mary, who offered a bevy of their single hits, to Bill Monroe and His Blue Grass Boys, who were superb with their rich catalog of bluegrass evergreens. The concert also had first-rate performances by such seemingly incompatible artists as Jean Redpath, a traditional singer of Scottish ballads, and the Freedom Singers, a gospel quartet, who made some eloquent musical statement for the integration movement.

The air of good fellowship and warmth was glaringly present in the afternoon workshops. Here was where the enthusiastic youngsters came to learn and observe their idols close-up. The programs varied as much as the concerts. To mention a few, there were "Bluegrass Bands," hosted by Bill Clifton with appearances by such giants in the field as Bill Monroe, Mike Seeger, Eric Weissberg, Jim and Jesse, Mac Wiseman and the Morris Brothers. There were symposiums devoted to fiddles, banjos, guitars and the autoharp. Alan Lomax gave a stimulating talk about collecting folk music and there was an interesting panel in which lawyers and singers discussed the intricate copyright situation. There were two children's concert workshops and a session devoted to topical songs and new songwriters. A noteworthy highlight was a 2-hour segment in which anthropologist David McAllester introduced the Albuquerque Intertribal Dancers, a gregarious troupe of Indian dancers and musicians.

There were many voices at the festival that deserve special mention. Among the old-standbys who turned in their usual high-quality performances were Ed McCurdy, Jean Ritchie, John Lee Hooker, Dave Von Ronk, Maybelle Carter, Theodore Bikel and of course, folkdom's perennial juvenile Pete Seeger, who closed the final concert (28) by leading all the artists present in a rousing rendition of Woody Guthrie's immortal, "This Land Is My Land."

Favorable responses were evinced from the crowd by showings by the newer crop of folk stars including appearances by the Tarriers, Judy Collins, Mike Settle, the Dillards, the Rooftop Singers, Jackie Washington and the New Lost City Ramblers.

Although the Newport police prepared for any contingency, imported 50 extra patrolmen for the event, there were few arrests (mostly for minors purchasing alcoholic beverages) and only minor skirmishes. A police official commented: "These kids are remarkably well-behaved. We don't expect any trouble." For the most part, the fans spent their "off hours" between concerts and workshops, strolling around Newport and perfecting their own musicianship in small, closely-knit clusters.

The success of the Newport Folk Festival has an important, far-reaching meaning. Folk music need no longer take a back seat status. Folk music is a business as well as an art form and it's a business that can pay off handsomely.

Bill Randle Appointed To Newly-Created Post At Col.

NEW YORK—David Kapralik, pop A&R director at Columbia Records, has announced the appointment of Bill Randle to the newly-created post of special projects assistant.

In his new position, Randle will be responsible to Kapralik for assisting in the planning of pop A&R and for suggesting new artists, ideas and concepts for albums and singles.

Randle, who is currently a lecturer at Columbia University's department of history, has his own daily WCBS radio show and has an extensive background in American music. The new special projects assistant is the producer of "The Shaker Heritage," a 10 LP set published by the press of Western Reserve Univ., and "The Bill Broonzy Story," which was nominated for the NARAS award in '62. Randle is also a frequent contributor to national magazines, including Esquire.

New Vinton, Maharis Decks From Epic

NEW YORK—Epic Records has announced the immediate release of singles from two of its major artists, Bobby Vinton and George Maharis. Both decks were produced by Robert Morgan, label A&R exec.

The Vinton single pairs "Blue Velvet" with "Is There A Place (where I Can Go)." The sides are culls from the songsters current LP, "Blue On Blue."

The new entry from actor-chanter Maharis couples "That's How It Goes" with "It Isn't There," a follow-up to his "Where Can You Go (For A Broken Heart)." Along with the release of the Maharis single, the label has sent a press kit to 500 deejays and publications which contain pics and bio material.

New Chi One-Stop

CHICAGO—Russ DiAngelo, a one-stopper who was employed for several years as a manager of Jim O'Dwyer's Music Box One Stop organization, recently formed his own one stop with another one stop veteran, Tony Burasco. The new firm is known as The Record Mart One Stop, serving music ops and dealers, on the south side of this city.

Dootsie Topper Working Against "Earth Angel" Phonies

Another ring of record counterfeiters is being forced underground by the combined efforts of law enforcement officers and industry officials, Dootsie Williams, president of Dooto Records, has disclosed.

The latest ring now being investigated and slated to feel the "full force" of law detection and public exposure is operating in New York and other major markets, Williams said. Its members attempted to peddle thousands of counterfeit copies of the teen classic "Earth Angel" by The Penguins.

Previously, Williams and cooperating agencies had floored record bootleggers dealing in comic Redd Foxx's albums. One group in the Midwest, Williams said, went so far as to tape Dooto albums and then issue bogus copies under the "Fox Records" label.

In the case of "Earth Angel," a New York record presser reported that "a person" came to his establishment, stated that he held proper authority, and ordered five thousand copies of "Earth Angel" manufactured.

When he didn't return to pick them up, the presser became suspicious.

"We've been in contact with the New York District Attorney's office," Williams said, "just as, in the past, we've worked with district attorneys in other major markets, helping to assemble evidence leading to crackdowns on the crooks who sell bogus, counterfeit, bootlegged and inferior copies of our copyrighted works."

Williams continued:

"Our investigations have caused the counterfeiters to go underground. We're quite sure now that only the genuine copies of 'Earth Angel' are being sold. However, as protection for our customers, we're offering a $10,000 reward for information leading to the apprehension and conviction of anyone counterfeiting our records."

Williams admitted that the counterfeiters' activity was "a left-handed compliment" to his product.

Although it was released as long ago as 1954, "Earth Angel" is still a big seller. "It brings sure bread-and-butter money to our company," Williams quipped.

To date, more than two million copies of the record have been sold. Additionally, Doota has leased its masters for over a score of "oldies but goodies" albums. More than 30 American and foreign singing groups have recorded the song.

Atco Handling Colt 45 Disking

NEW YORK—Atco Records has made an agreement with Colt 45 Records to be the national distrib of the label's "Run Little Billy" outing by Barry Darvell. Action on the deck, Atco said, has started in Washington, D.C.

ABC-Par Names Charles LP, Changes Title of Sherwood Set

NEW YORK—ABC-Paramount Records has come-up, after some delay, with the title of its new Ray Charles LP. It's "Ingredients in A Recipe for Soul." In another LP title matter, the label has reported a change-in-title of the new Roberta Sherwood album. Previously called "Gospel Goes Pop," it is now known as "The Joy—The Excitement—The Inspiration of Roberta Sherwood Gone Gospel."

American Hootenanny Festival Clicks With "Pick-Along" Gimmick

NEW YORK—A "pick-along" contest for amateur guitarists and banjo players is making the "American Hootenanny Festival" tour (headed by the Greenbriar Boys and emcee-banjoist-singer Bill Faier) one of the most successful folk packages currently on the road. Although the bill doesn't spotlight big names, it has been booked solid since July 17—playing the capacity crowds in most locations with dates running through Labor Day.

In addition to the "pick-along" gimmick the small-budget package is drawing crowds on the basis of low-admissions (average $1.20-$1.80) and lengthy (three to four hour) performances. Produced by Fred Hertz, the package is the first folk bill booked by Willard Alexander, heretofore a specialist in the pop band field.

Due to the success of the current tour, Hertz is readying a second company, "American Hootenanny Festival, Act II," which will go out in mid-August with folksinger Logan English as headliner and emcee. Alexander's office reports that five of the first seven promoters who booked the current tour have already signed to present the second company.

LP Chart Collection

NEW YORK—The number 41 listing on last week's mono LP chart was incorrect. Album in that spot should have been "Oldies But Goodies, Vol. 5" (Original Sound), not "Golden Goodies, Vol. 5" (Roulette).

Nina Simone Skeds Lots Of Aug.-Sept. P.A.s

NEW YORK—Nina Simone, fresh from breaking all attendance records at New York's Village Vanguard, has lined up a busy schedule of concerts & club dates for Aug. and Sept.

The Colpix jazz stylist's first Aug. date was an appearance last weekend (3) at the Forest Hills Festival in New York. This week (5), she'll perform at the AGVA benefit for Rev. Martin Luther King in Birmingham, Ala.

Looking ahead, she'll be the featured attraction at the Ohio Jazz Festival in Cincinnati on Aug. 25; from Aug. 27 through Sept. 1, the artist will fill an engagement at the Minor Key in Detroit, to be followed by a stint at the Paradise West in Los Angeles from Sept. 18 to Oct. 1.

Her latest LP, part of Colpix' summer albums, is tagged "Nina Simone at Carnegie Hall." Label also plans a singles release in the near future.

Lester Flatt & Earl Scruggs Set A Record

NASHVILLE—Lester Flatt and Earl Scruggs recently drew the biggest crowd in more than 10 years into the Music City's Centennial Park to see them perform. A holiday atmosphere was evident long before concert time when every seat was taken. By the time the group began to play, there wasn't standing room where you could see the stage. Many of the people across the street abandoned the national pastime at a baseball game to watch the Columbia musicians.

Hi RECORDS

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Music Sales, Memphis

BILL BLACK

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HL 12012; SHL 32012 (stereo)

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Hit Single

"COTTONFIELDS"

2065

Hit Album

"LOOKING BACK WITH ACE CANNON"

HL 12008; SHL 32008 (stereo)

•

WILLIE MITCHELL

Hit Single

"PERCOLATIN' "

2066

Hi RECORDS nationally distributed by the AMERICAN LONDON GROUP

Happy Starday Family

NASHVILLE—The smiling faces above belong to key executives in the Starday record and pubbery operations. Standing (left to right) above are Don Pierce, prexy, Vic Willis, newly-appointed general professional manager of the firm's music catalog, Eddie Wilson, head of Starday's copyright department, and A&R chief Tommy Hill.

Teacher On Sabbatical As Teen-Beat Cleffer

NEW YORK—A cleffer-teacher has been on sabbatical leave from the Boston Public School System for the past year devoting his time to creating teen-market tunes.

Lee Morris, who had his first hit 11 years ago as co-cleffer of Tony Bennett's "Blue Velvet," has had a number of his efforts cut by major rock-area performers.

Artists who have cut Morris items include The Chantels ("Some Tears Fall Dry"), Toni Fisher ("Lovers, Dreamers, Fools"), The Cascades ("A Little Like Lovin' "), Elvis Presley ("You Can't Say No In Acapulco") and Peggy March ("Johnny Cool"). Morris is currently working on a collection of "fink" tunes that will eventually go into a "fink"-themed LP. Already completed is "Think Like A Fink."

(YOU'RE THE) DEVIL IN DISGUISE
ELVIS PRESLEY ..... RCA VICTOR
Elvis Presley Mosic, Inc.
HOPELESS
ANDY WILLIAMS ..... COLUMBIA
Brenner Mosic, Inc.
NO ONE
RAY CHARLES ..... ABC
Hill & Range Songs, Inc.
WITHOUT LOVE
RAY CHARLES ..... ABC
RAY PETERSON ..... DUNES
Suffolk Mosic, P.M.P.C., Inc.
GOODNIGHT MY LOVE
THE FLEETWOODS ..... DOLTON
Qointet Music—Noma Music
JEZEBEL
ROB E. G. ..... BIGTOP
Hill & Range Songs, Inc.
EVERYBODY MONKEY
FREDDY CANNON ..... SWAN
Valley Pub., Inc.—Shelros Music Co.
IT'S A LONELY TOWN
GENE McDANIELS ..... LIBERTY
Valley Publishers Inc.
LITTLE BY LITTLE
LINDA HOPKINS ..... BRUNSWICK
Hill & Range Songs, Inc.
LUCKY LIPS
CLIFF RICHARD ..... EPIC
Tiger Mosic Inc.
MAKE THE MUSIC PLAY
DIONNE WARWICK ..... SCEPTER
Eleventh Floor Mosic—U.S. Songs
JUDY, JUDY, JUDY
JOHNNY TILLOTSON ..... CADENCE
Rumbalero Music
I FORGOT WHAT IT WAS LIKE
RAY PETERSON ..... DUNES
11th Floor Music—U.S. Songs
LITTLE YELLOW ROSE
JACKIE deSHANNON ..... LIBERTY
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What A Follow Up!

JIMMY SOUL

TREAT 'EM TOUGH

SPQR 3310

AMERICAN LONDON GROUP

Atlantic Inks Farmer-Hall Quartet

NEW YORK—Jazzdom's Art Farmer-Jim Hall Quartet has been inked to an exclusive pact by Atlantic Records. The combo, headed by flugelhorn-trumpet playing Farmer and guitarist Hall, has already cut its initial sessions for the label, and the results will be contained in an LP to be issued this fall. A singles outing will probably be marketed at the same time. Since their teaming at the end of '62, the jazzists have led their combo at leading jazz spots around the country. Engagements have been set for Aug. and Sept. in Pittsburgh, Boston and New York.

Musictapes To Issue Everest Catalog

CHICAGO—Musictapes has received tape marketing rights to the complete catalog of Everest Records.

The initial Everest tape release, set for early next month, will include approximately 30 of the label's best-selling recordings, including the complete nine Beethoven Symphonies by Sir Joseph Krips and The London Symph. in a deluxe package at an "estimated" price of $24.95. With Everest in its fold, Musictapes will be expanded to more than 150 tape titles of music of all types.

Revere's New Stereo Cartridge Player

CHICAGO—A lovely but unnamed young lady is shown with Revere's new stereo tape cartridge player for home use. The new player was introduced at the Music Merchants Show in Chicago last week.

Epic Bows "Memory Lane" Series With 10 Singles

NEW YORK—In response to requests from retailers, juke box ops and rack jobbers, Epic Records is introducing the Memory Lane Series, according to announcement made last week by Len Levy, the label's general manager.

The new series contains some of the most popular hits of recent years cut by Epic artists. The first release in the series comprises 20 selections on ten singles. Special labels and sleeves have been designed for the series, which is available to distribs in a counter browser bix which contains titled divider cards.

Smash Pacts Lee Dorsey

CHICAGO—Charlie Fach, Smash Records topper, has announced the signing of songster Lee Dorsey to an exclusive long-term contract.

Negotiations for the pact were concluded by Dorsey's producer Marshall Cehorn who has produced some of the chanter's earlier sides.

Dorsey, who scored previously with a million seller dubbed, "Ya-Ya," on the Fire-Fury label, has a first Smash single planned for immediate release.

Garner Making Solo P.A. In N.Y. This Season

NEW YORK—Erroll Garner makes his only New York area concert appearance of the season at the Westbury Music Fair, Long Island, on Monday evening, Aug. 12.

Accompanied by bassist Eddie Calhoun and percussionist, Kelly Martin, Garner will present a new program of improvisations based on show tunes, standards, and some of his own compositions.

Featured will be treatments based on selections from Garner's new best-seller album, "One World Concert" Garner's first "live" concert recording in seven years. LP is on Garner's Octave label and released through Reprise Records.

Garner comes to the Westbury Music Fair from a record-breaking engagement at Chicago's London House. Prior to that, the pianist spent several weeks in Hollywood recording music from a forthcoming Paramount film, "A New Kind Of Love", starring Paul Newman and Joanne Woodward, for which Garner composed four themes. Garner recorded the film score with a 35 piece orchestra, conducted by Leith Stevens.

In Sept., Garner leaves for an extended concert tour of England and Europe.

Mills Music To Open Branch In Milan

NEW YORK—Jack Mills, topper of Mills Music, Inc., has announced that the pubbery is completing negotiations for the opening of Mills Italy in Milan, the firm's 10th foreign office.

Under the pending agreement, the Italian firm Edisioni Curci, managed by Gramitte Ricci, will function as Mills Music Italian office.

Mills, who just returned from a six-week stay in Europe, also announced a five-year extension of the firm's representation of Garisch of Milan, and a pacting with Spanish composer Luis de Pablo.

Jack Pleis To Score "Diary Of A Bachelor"

NEW YORK—Vet pianist, composer and arranger Jack Pleis has been signed by producer-director Sandy Howard to compose and conduct an original score for the Homer Productions comedy, "Diary Of A Bachelor."

Pleis will compose his score around seven themes—one for each of the bachelor's girl friends.

The cleffer has a long list of composing and arranging credits to his name having arranged for Bing Crosby, Sammy Davis Jr., Danny Kaye and a host of others.

Command LP Aims To Give Pic Main-Titles Their Due

NEW YORK—Bringing flick background music to the forefront is a principal aim of Command Record's new LP, "The Year's Most Popular Themes."

Label topper Enoch Light, who heads the 55-piece orchestra on the set, believes that the selections (e.g. "Lawrence Of Arabia," "Days Of Wine & Roses," "I Could Go On Singing") represent the finest in pop American output, yet their "impact has been buried because of its use as mere background."

"One of the reasons that movies have musical accompaniment," Light explains," is the ability of music to amplify the emotional situation being shown on the screen. . . . and it is because this music is aimed so deliberately at our emotions that it has proved to have such popular appeal." "Yet the astonishing fact is that most of us have never heard this tremendously exciting music played under circumstances in which the full force of its emotional appeal is displayed."

Light says the LP strives to make things right by combining arrangements specially written to bring into focus "the heart & spirit and true power" in the themes." The exec credits Lew Davies' arrangements with being his "most inventive & beautiful."

Mercury's Peru Rep Drops-In At HQ

CHICAGO—Dante Capella (right), head of the international department of El Virrey Industries Musicales in Lima, Peru, a Mercury Records Licensee, recently visited Mercury's Chicago office. He's shown with Mercury A&R man-maestro David Carroll, who's explaining the label's PPS sound to him.

Capella met with various department heads, including Irwin Steinberg, executive vice-president; Kenny Myers, vice president in charge of sales; Lou Reizner, import coordinator; Eva Dolin, publicity director; and David Carroll, recording director.

Capella advised the Mercury staffers that Peru has only recently become stereo conscious, but that now the demand for stereo albums is running high. Mercury's Perfect Prescence Sound series was reported a top seller in Peru, where, Capella pointed out, instrumental music is very popular.

Among the top-selling artists in Peru, he said, are Xavier Cugat, David Carroll and Clebanoff, and the Platters.

Stacy Deck Makes Kids See Red & Buy It

CHICAGO—Stacy Records is in the black with its red, transparent vinyl pressings of "Surfin' Hootenanny," the Al Casey chart rider.

According to Stacy topper Jim Gaylord, the red-pressing is not a promotional gimmick, and was issued to radio stations. "I believe in packaging," Gaylord said. "Sure, record's got to have it in the grooves, but if the grooves look good as well as sound great, the disk has a lot more going for it." The deck is encased in a transparent plastic sleeve, adding to the visibility of the disk and buyer impulse appeal.

Although Stacy anticipated some resistance in the trade, only one rack-jobber in the entire U.S. refused to order the record, claiming it was difficult to count quickly. Special copies in regular black were provided to jukebox operators who had no need for the red vinyl. Gaylord, who's also a manufacturer of cosmetics and other goods, stated that one-stops and retailers reported high teen sales partly due to the red-vinyl. Deck, Gaylord reported, has passed the 200,000 mark in sales. It moves up to number 56 on this week's Top 100.

National Rac Bows In Cincinnati

CINCINNATI—A new rack-jobber operation, National Rac, Inc., has opened shop at 7624 Reinhold Drive in Cincinnati. It will service retailers in Ohio, Kentucky & West Virginia, an area which, the firm noted, accounted for $17 million in disk sales in 1962.

According to Earle F. Bracken, president, NR will give each retail client electronic inventory controls, eliminating "the present costly stock counts and haphazard reorder procedures."

Other officers of NR are Jerry Weiner, veep and general manager; and Carroll Wilkes, veep and secretary-treasurer.

16—Lark's Lucky Number

NEW YORK—Bigtop lark Andrea Carroll is pictured above during a recent deejay promo visit in behalf of her chart-rider, "It Hurts To Be Sixteen." With the songstress are label promo rep Sal Licata (left), WINS exec Julie Ross (Center) and Scotty Ross. In the lower photo Andrea is shown talking to Stan Z. Burns, WINS spinner.

WP Names Alpha In N.Y.: Bock Notes Top Summer Season, Addition of 3 Attractions

HOLLYWOOD—The World-Pacific/Pacific Jazz disk setup is now represented in the New York area by Harry Apostoleris' Alpha Distributing Corp., according to Richard Bock, WP topper. Three new LP's, Bock said, are leading the way in giving WP its top summer sales period to date. LP's are: Les McCann's "Gospel Truth," The Jazz Crusaders' "Tough Talk" and "12 String Guitar." Diskery has beefed-up its singles talent roster, the exec also reported, with the inkings of The Angelaires, a gospel group, singer Barbara Wilson and Kansas City jazz organist Charles Kynard.

Del-Fi Sets "Surf" Deals

HOLLYWOOD—Bob Keene, president of Del-Fi Records, has announced the label is readying an all-out campaign to promote its catalog of 12 surfing LP's.

One attention-getting stunt is the giving of "surfin' hearses" and surf boards in 16 cities in addition to providing entire show packages for surfing fans in tie-ins with radio stations.

Surfing shows have been set for Oakland, San Jose and Santa Rosa in tie-ups with KEWB and KYA of San Francisco. The diskery package includes a 45-minute surfing film, with live performances by Jan & Dean, The Lively Ones and Larry Bright.

Criterion Names Goldfeder Manager Of N.Y. Office

HOLLYWOOD—Joseph Goldfeder has been named general manager of the New York office of Criterion Music, it has been announced by Michael H. Goldsen, prexy of the Hollywood-based pubbery.

Goldfeder was previously associated with the firm in various capacities over the past ten years.

Pickwick's Sales Confab Spotlighted Seminars

NEW YORK—Pickwick International gave a new twist to the traditional national sales meet format with a switch to seminars followed by question and answer periods with general discussion.

Featured in the various seminars, held in New York July 24-26 were President Cy Leslie, who introduced the new product and general outline of the Fall program; executive vice president and general manager Ira Moss, who discussed marketing techniques and the need to fit sales programs to individual requirements; sales promotion director Joe Abend, who outlined Pickwick's advertising, publicity and promotional plans and Ralph Berson, executive vice president in charge of sales, who reviewed the sales patterns of the past year and indicated what could be anticipated during the coming Fall and Winter selling season.

In attendance were Al Bean, southern regional manager; Lou Werth, western regional manager; Stuart Falk, special projects; Dave Goldstein, product coordinator; Bill Trister, east coast sales; Abbott Lutz, product director and the full Pickwick International sales force.

Historic Moment

HOLLYWOOD—Bing Crosby recently teamed-up with Dean Martin and Frank Sinatra on his first recording session under his new contract with Sinatra's Reprise Records. The trio cut "The Oldest Established Permanent Floating Crap Game" and "Fugue For Tinhorns" from "Guys and Dolls," one of the four Broadway albums the label is currently packaging using its roster of stars as a repertory company under the direction of Morris Stoloff. Ken Lane (at the piano) rehearsed the three.

Colpix' Lewis To London To Record "The Victors"

NEW YORK—Jack Lewis, A&R LP director for Colpix Records, left for London last week for conferences with Carl Foreman, writer-producer-director of "The Victors," and Sol Kaplan, composer of the musical score for the Columbia Pictures flick. Lewis will record the soundtrack of the film for Colpix release.

Amy-Mala Names Uttal Gen. Mgr.

NEW YORK—Larry Uttal has been named general manager of Amy-Mala Records, according to Al Massler, head of Sherman Sales Co., the label set-up's parent company. Uttal, a music business vet, had his own music operations, Monument Music and Madison Records, and most recently was associated with the professional dept. of E.B. Marks Music. At Amy-Mala, he will be in charge of sales, promotion, production and the securing of already recorded masters.

New Chi Label: Joday

CHICAGO—A new record label, Joday Records, headed by David Sher, president, has debuted in Chicago. Initial product released under the Joday banner is an album by 88'er Joe Burton tagged "Subtle Sound" and a single, also by Burton, of "St. Louis Blues."

Commenting on the firm's future plans, Sher said that he has quite a bit of new material in the works and is considering entering the international market very shortly.

Veteran promotion man Paul Gallis was appointed by Sher to handle record promotion for the label in this area.

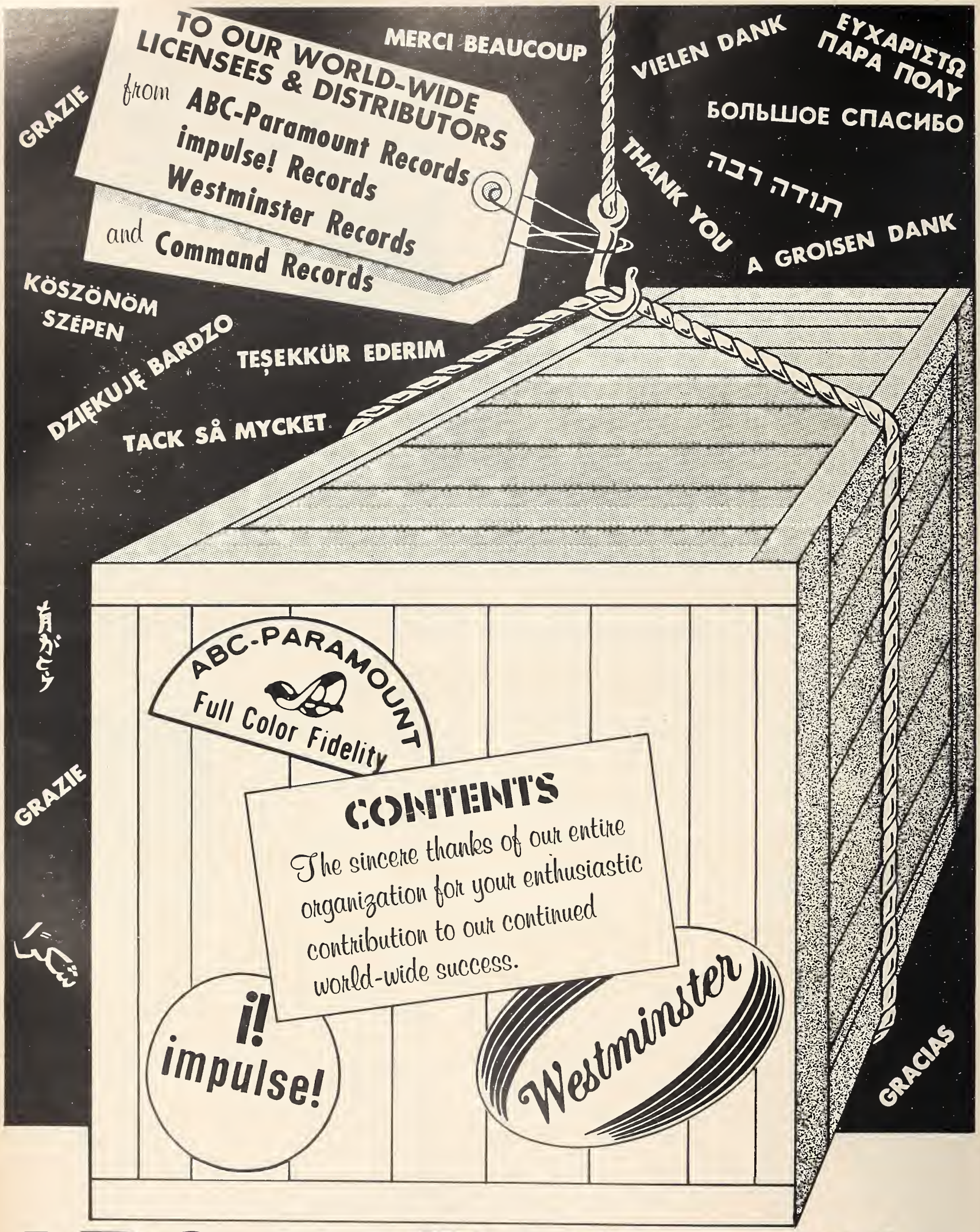
Crown Displays 51 New LP's At NARM Meet

LOS ANGELES—51 new mono and stereo albums for the fall selling season were introduced at the just-concluded NARM (rack-jobbers) convention in Chicago by Crown Records, the low-priced LP label. Collection includes a varied bill-of-fare, including hootenanny, country, jazz, blues, movie-theme dates. In addition, the diskery unveiled eight new Christmas LP's.

"TEENAGE LETTER"
Jerry Lee Lewis
b/w
"SEASONS OF MY HEART"
SUN #384
Jerry Lee Lewis
With
Linda Gail Lewis
PHILLIPS INT. RECORDS
639 Madison Memphis, Tenn.

Breaking In New York!
THERE'S A GIRL DOWN THE WAY
b/w
I'VE GOT A GIRL
AUGIE RIOS
SH-181
SHELLEY RECORDS
Huntington Station, N.Y.
220 Broadway

★ And Now ★
GUY APOLLO
AINT GOT A NICKEL & GIVE ME TIME
Loadstone 1603
AMAZON BOSSA NOVA &
ANOTHER PLAN FOR SCHOOL MIXUP
THE CALS
Loadstone 1600
LOADSTONE RECORDS
163 Orizaba Ave.
San Francisco 27, Calif.
Dj's & Dist. write for copies



ABC-PARAMOUNT

the sound that sells ... around the world

Cash Box

ANNUAL

World Wide

INTERNATIONAL SECTION

DIRECTORY

1963-1964

21st Anniversary Edition

CONNY

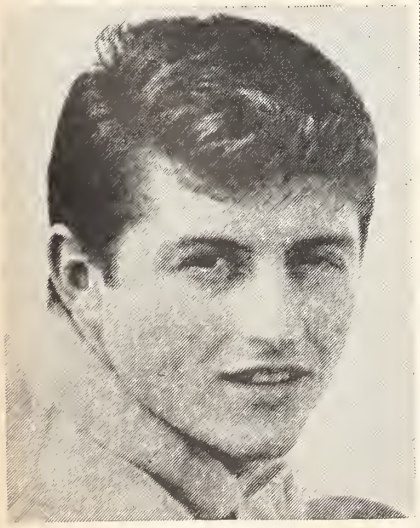
TEENAGERS' IDOL—E.M.I. INTERNATIONAL STAR

"This Conny is a phenomenon," say the experts of the "pop" market. Their assessment is well understandable, for not only do this young Berlin girl's records sell like hot cakes but for the second time she has succeeded in changing over to a completely new line, proving with her prize-winning best seller "Kleine Lucienne" that she can also interpret tender melodious numbers which are more "chansons" than "pop" music.
Conny's record of "Zwie Kleine Italiener" was one of the finalists at the German Pop Festival in 1962 and captured the top of the poll in many foreign hit parades. She was also awarded Radio Luxembourg's "Silver Lion" and now, this year, Electrola's "Golden Dog" for this million seller.

FRANCK POURCEL

A MILLION DISC CONDUCTOR—E.M.I. INTERNATIONAL STAR

The most internationally famous French string-orchestra conductor. His recordings of "Amour, Danse et Violons." "Franck joue por les amoreux," "Pages Celebres" have made Franck Pourcel one of today's foremost million LP sellers. Franck, as a composer, is equally famous, his recent "Chariot" having been on the American charts for several months.



TONY RENIS

A GREAT DISCOVERY—E.M.I. INTERNATIONAL STAR

22 year-old Italian, Tony Renis was snapped up by "La Voce del Padrone" following his promising performance in 1959's "Six Days Of Song." Soon afterwards his "Ti Prego Amore" dominated the Italian juke boxes and quickly established his popularity with all youngsters in Italy. The following year he scored another resounding victory with "Tenerezza," a song written by himself.
Then, last year, Tony put his stamp on the San Remo Festival with "Quando, Quando, Quando." Apart from this world-wide hit, Tony Renis has two other compositions among the current Italian best sellers—"Tango, per favor" and "Blu." These, in addition to his very attractive "Piccilo Indiano" and "Amor, Amor, Amor," the latter regarded as one of the finest sambas of the past 15 years.

E.M.I. REPORTS ANOTHER YEAR OF WORLD-WIDE SUCCESS

Once again in the pages of "The Cash Box," Electric and Musical Industries Limited are privileged to report on their past year's activities. In all fields E.M.I. has made steady progress. Total turnover for the Group is expected, at the end of the financial year, to top a quarter-billion dollars. Sales derive from a variety of operations in electronics and manufacturing activities in the domestic appliances field as well as from records, but the latter, of course, represent a very large proportion of total sales.

RECORD SALES

World sales of E.M.I. records are continuing upwards and figures for the year July 1962-June 1963 will show a marked advance over the previous year. Taking into consideration the troubled conditions prevailing in many overseas countries, E.M.I. regards its continuing all-over sales expansion as highly satisfactory.

In Britain, E.M.I.'s position continues to strengthen in a total U.K. market which was over 10% up on the previous year.

"RECORDING ANGEL" RETURNS TO BRITAIN

Ten years ago the E.M.I. "Angel" trademark reappeared in America after a 40 years' absence from the record scene. In May this year it returned to Britain, joining the famous "Dog" in the creation of the "His Master's Voice Angel Series."

The new series is devoted to new complete performances of major operatic works in which artists previously exclusive to either the H.M.V. or Columbia labels will be able to appear together.

The first four releases in the new series have been enthusiastically received by reviewers in the record journals.

More about E.M.I.'s record business in the U.K. can be found in a separate article in this issue of "The Cash Box."

MOVING FORWARD IN WORLD MARKETS

Sales of E.M.I. Group records continue to increase in many overseas countries. In Australia, New Zealand, Spain, France, India, Greece and Chile, trade winds are blowing strongly in E.M.I.'s favour and sales have shown a marked improvement over the previous year. Even in countries where the advance of television is giving the record business a knock, E.M.I. has increased its share of the market. In Sweden, for instance, the Group is holding a bigger share of the record trade than at any time in the past.

E.M.I. is also pushing ahead in world markets through its manufacturing subsidiaries. The new member of the Group in Nigeria, which has its own record plant and recording facilities, is making good progress and proving a fine base for expanding sales in the newly-created African States generally.

In the Far East, the Hong Kong company continues to thrive. This modern Hong Kong centre co-ordinates supplies from sources including India, Australia and the U.K., as well as from America, to distributors in Malaya, Singapore, Borneo, the Philippines and other East Asian countries.

EXPANSION IN EUROPE

The general upswing in prosperity and the beneficial effects of the Common Market on the countries comprising that group, have led to highly satisfactory record sales over the past twelve months, and the interchange of finished product in the record field is increasing rapidly throughout the area. E.M.I. is continuing to study and co-ordinate policy in relation to Common Market problems. Francois Minchin, well known to many American record men from his long association with Pathe Marconi in France, is keeping sales going with a swing for "Voce del Padrone" in Milan. "Electrola" in Cologne continues to forge ahead in the German market under the able leadership of Dr. Ladislaus Veder, whilst Pathe Marconi successfully maintains its pre-eminent position in France under its vigorous president, Ted Cross.

Under its newly-appointed managing director, George Alexander, E.M.I.'s "Odeon" company in Spain is undergoing rapid expansion in records and other E.M.I. products.

There is no doubt that owing to interchange of product and movement of populations, European artists are increasing their popularity throughout the Continent as a whole. This is only to be expected, because European musicians and singers are getting around more, widening their scope and enjoying increasing publicity through TV, radio and stage appearances.

In certain other overseas markets, notably Australian, New Zealand and Latin America, local artists are also taking an increasing share of the record business. This can be attributed to the spread of T.V. which, in these areas, tends to favour "live" local performances.

SIR JOSEPH LOCKWOOD
CHAIRMAN: E.M.I. LTD.

THE TREND IN THE U.S.A.

The overseas success of many American "hits" is ample proof that the best American material can still sell in a big way but backing up by personal appearances of the artists concerned is still a very important factor in several countries as many of the big selling records are "local language" versions of the original American "hits."

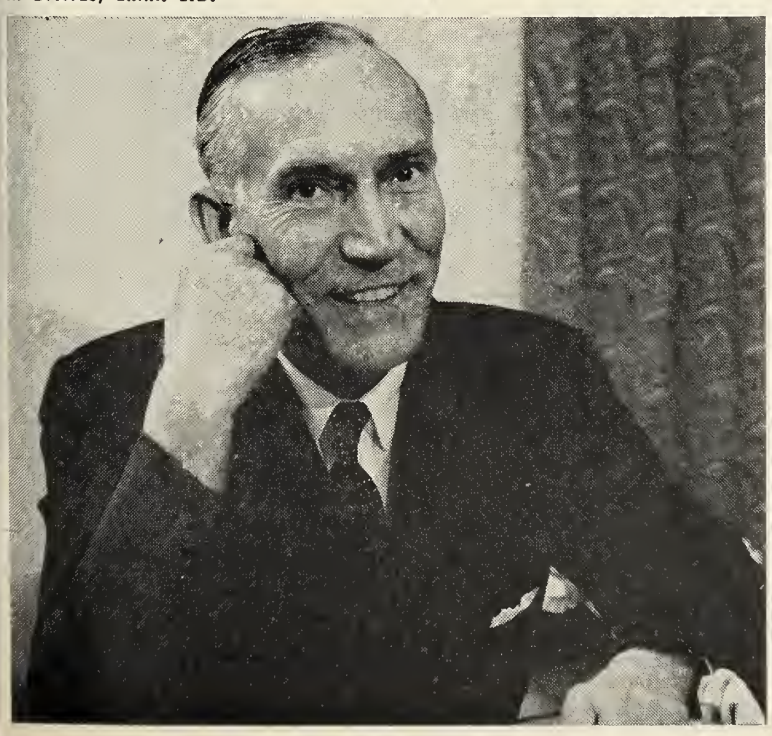
As regards American "pop" material generally, the public is undoubtedly becoming more selective. The American "pop" recording with big appeal can still sell a million copies in Europe—but some will not necessarily make a fortune for anyone in Europe, even though they may rate high according to the American charts.

WORLD MARKETS FOR U.S.A. MATERIAL

E.M.I. really is the greatest recording organization in the world. With its world-wide string of associated companies, licensees, and distributors, it is favourably placed for keeping a finger on the pulse of world demand for American recorded material. The Capitol label has contributed greatly to the success of E.M.I.'s marketing of American recordings during the past year. Additionally, E.M.I.'s representation of such other leading American labels as Liberty, M.G.M., Mercury, United Artists, Verve, Warner Bros., Epic, ABC-Paramount, and Roulette, has contributed to the establishment and continued popularity of many of America's top recording artists in many important territories outside the U.S.A.

To ensure the greatest possible exploitation and sales of the best American material from such "livewire" independents as Laurie, Swan, Rendezvous, Diamond, Scepter, VeeJay, etc., the various E.M.I. companies are pressing under the new E.M.I. label "Stateside." This was launched in England a year ago and is now becoming well established in the other major markets.

R. DAWES, E.M.I. LTD.



MEN WHO MAINTAIN E.M.I. LEADERSHIP

No major changes in top-level personnel have taken place over the past year. Sir Joseph Lockwood, Chairman of the Parent Company, E.M.I. Limited, continues his dynamic direction of the Group as a whole, seconded by Richard Dawes as head of the Records and International Division. Contact with the American record industry is maintained on the English side by Leonard G. Wood, managing director of E.M.I. Records Limited, and on the International side by newly-appointed Commercial Manager Ken East from E.M.I. (Australia) and Frank Chalmers of the International Repertoire Department.

EMI

IS THE GREATEST RECORDING ORGANISATION IN THE WORLD

EMI IS THE GREATEST RECORDING ORGANISATION IN THE WORLD

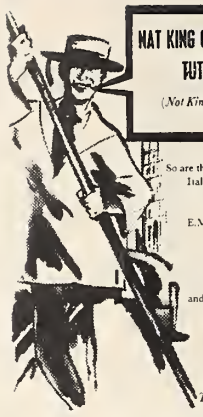
CLICK GO THE SHEARS, BOYS

CLICK!
CLICK!
CLICK!

E.M.I. really clicks in Australia!
From folk music to grand opera and the twist,
Australians have a wide musical taste—
and with the taste,
an enthusiastic appreciation of recorded entertainment.
E.M.I. has a most active distribution outlet in
E.M.I. (Australia) Ltd., Sydney,
and with it a recording and manufacturing outfit
that is equal to the best in the world.
The photograph below shows
the recently completed E.M.I. factory near Sydney.
We built this factory to keep in step
with the tremendous growth in Australian record demand.
You'd be impressed to know how many of the records we sell
consist of American repertoire.

So goes the pattern of E.M.I.'s record business all over the world.
That is why E.M.I. records are being pressed today in 40 different countries,
and one record in every four sold throughout the world (outside the Communist bloc)
is made by E.M.I.

EMI THE GREATEST RECORDING ORGANISATION IN THE WORLD



NAT KING COLE, BOBBY DARIN e PEGGY LEE, TUTTI GRANDI NOMI IN ITALIA

(Not King Cole, Bobby Dorin and Peggy Lee — all big names in Italy)

So are the names of many other American recording artists.
Italians are famous as among the most enthusiastic
music lovers in the world.
But their enthusiasm is not confined to local music.
E.M.I.'s sales of American recordings prove this,
especially in the jazz and 'pop' fields.

The E.M.I. company in Italy is
'La Voce del Padrone-Columbia-Marconiphone, S.p.A.' of Milan,
and the factory (pictured below) is kept busy turning out
records for the ever-increasing demand throughout the
country. The percentage of the sales which come
from American recordings is most impressive.

So goes the pattern
of E.M.I.'s record business all over the world.
That is why E.M.I. records are being pressed today
in forty different countries,
and one record in every four sold throughout the world
(outside the Communist bloc)
is made by E.M.I.

EMI THE GREATEST RECORDING ORGANISATION IN THE WORLD

TÜRKIYE'DE GENÇLIK
AMERIKAN
MUZIĞINDEN
HOŞLANIR

(Young Turkish people like American music)

The Turks are a music-loving people.
But they do not confine their interest to their own music—
they go for American jazz
and rock and roll in a big way. The rising sales
of American recordings demonstrate this.
We know—
we have been selling records there for many years.

The E.M.I. company in Istanbul is called
Gramofon Limitet Sirketi,
and it operates a factory (pictured below)
to cope with the ever-growing demand for records
in that part of the world.
Many of the records that it sells are
recordings of other than Turkish origin—
and a surprisingly high proportion of these are from America.

So goes the pattern of E.M.I.'s record business all over the world.
That is why E.M.I. records are being pressed today in 40 different countries,
and one record in every four sold throughout the world (outside the Communist bloc)
is made by E.M.I.

EMI THE GREATEST RECORDING ORGANISATION IN THE WORLD

"NO BAILAMOS SOLAMENTE TANGO"

(We don't only dance the tango)

Tangos, carnavalitos, cuecas and many other local dances
still continue to delight
millions of Latin Americans. But American music enjoys
a great and growing popularity in many of the republics.
We know, because we have been selling records
throughout Latin America for many years and the sales
of American recording artists such as Nat "King" Cole
amply demonstrate this.

E.M.I. companies with factories located in Buenos Aires (pictured below), **Rio de Janeiro and Santiago** supply the greater part
of the record requirements of Argentina, Brazil and Chile,
also exporting to many other parts of Latin America.
In addition, we have licensing arrangements in
Uruguay, Peru, Ecuador, Columbia, Venezuela and Mexico.

So goes the pattern
of E.M.I.'s record business all over the
world. E.M.I. records are being
pressed today in 40 different countries and
one in every four records sold throughout the world
(outside the Communist bloc) is made by E.M.I.

EMI THE GREATEST RECORDING ORGANISATION IN THE WORLD

THERE'S NOTHING MYSTERIOUS ABOUT THE EAST

东方並不神秘

...Australia, Nigeria and many
We know
we have been selling records
throughout the East
for a good many years
and a large proportion of these
are American recordings.
Travelling thousands of miles
each year, the staff of
E.M.I. (Hong Kong) Limited,
keeps in constant touch with the
ever-growing demand for records,
not only in HONG KONG
but in such territories as
BRITISH BORNEO · BRUNEI
CAMBODIA · INDONESIA
KOREA · LAOS · MACAO
MALAYA · PHILIPPINES
SARAWAK · SINGAPORE
SOUTH VIETNAM · TAIWAN
THAILAND · ETC.
Because of continuous
on-the-spot supervision of deliveries,
promotion and distribution,
E.M.I. distributors throughout this vast area
are always assured of a fast, up-to-the-minute supply
of latest American hits from E.M.I.'s factory in India (pictured below).
E.M.I. distributors can also rely upon an efficient and speedy service
from all of E.M.I.'s other manufacturing centres.

So goes the pattern of E.M.I.'s record business all over the world.
That is why E.M.I. records are being pressed today
in 40 different countries and one record in every four
sold throughout the world (outside the Communist bloc)
is made by E.M.I.

EMI THE GREATEST RECORDING ORGANISATION IN THE WORLD

ONS DELF DIAMANTE, GOUD EN AMERIKAANSE MUSIEK

(We dig diamonds, gold and American music!)

The dark continent
is certainly not in the dark as regards American music.
We know—we have been selling records there
for many years and a large proportion of them
consist of American recordings.
The E.M.I. company in South Africa goes by the name of
E.M.I. (South Africa) (Pty) Ltd., Johannesburg.
It operates a record factory (pictured below)
and maintains an effective and aggressive distribution
throughout the Republic.
E.M.I. records are also being pressed
in Southern Rhodesia
and a new E.M.I. plant is just starting operations in Nigeria.
You will find E.M.I. records in all the countries of Africa.

So goes the pattern of E.M.I.'s record business all over the
world. E.M.I. records are being pressed today in forty different countries and one
record in every four sold throughout the world (outside the Communist bloc)
is made by E.M.I.

EMI THE GREATEST RECORDING ORGANISATION IN THE WORLD

WE PLAY CRICKET, RUGBY AND ROCK AND ROLL RECORDS

New Zealand is a sportsman's paradise,
but New Zealanders love music too and are avid record buyers.
We know—we have been selling records
in increasing quantities every year. In fact,
the sales of records in New Zealand
per head of the country's 2.4 million population
are among the highest in the world.
New Zealanders are particularly fond of American music—
jazz, pop, country and western, and classical, too.

The E.M.I. company in New Zealand is called
"His Master's Voice" (N.Z.) Ltd., in Wellington.
It operates a record factory (pictured below)
in Lower Hutt, just outside the capital.
You'd be impressed by the number of records they press
that are from American recordings.

So goes the pattern
of E.M.I.'s record business all over the world.
That is why E.M.I. records are
being pressed today in 40 different countries,
and one record in every four sold throughout the world
(outside the Communist bloc) is made by E.M.I.

EMI THE GREATEST RECORDING ORGANISATION IN THE WORLD

¡NO SOLO NOS EMOCIONAN LOS TOROS!

(It's not only bullfights that send us!)

Spanish bullfights and Spanish music are world famous.
But Spaniards are "aficionados" of American music too
—sales of jazz and 'pop' records
have been rising steadily in recent years.
We know, we have been selling them.

The E.M.I. company in Barcelona is called
"Compañia del Gramofono-Odeon".
Pictured below is a photograph of the monitor room
at the recording studios.
The factory has been in operation for many years,
turning out records for the ever-increasing demand throughout Spain.
You'd be impressed by the percentage
of these records that are American recordings.

So goes the pattern of E.M.I's record business all over the world. That is why E.M.I. records are being pressed today in 40 different countries, and one record in every four sold throughout the world (outside the Communist bloc) is made by E.M.I.

EMI THE GREATEST RECORDING ORGANISATION IN THE WORLD

ΤΟ "ΠΟΤΕ ΤΗΝ ΚΥΡΙΑΚΗ" ΔΕΝ ΑΝΗΚΕΙ ΕΙΣ ΤΗΝ ΑΜΕΡΙΚΑΝΙΚΗΝ ΜΟΥΣΙΚΗΝ

"Never on Sunday" doesn't apply to American music!

THE GREEKS enjoy American music
every day.
Their tastes include rock and roll and jazz
and all other forms of music,
popular and classical.
We know—we have been selling records
in Greece for many years.

The E.M.I. company in Athens,
Columbia Graphophone Company of Greece Ltd.,
has a factory (pictured below)
which is kept busy turning out records
which are bought not only in Greece
but all over the Middle East.
An impressive number of these
are American recordings.

So goes the pattern of E.M.I's record business all over the world. That is why E.M.I. records are being pressed today for forty different countries, and one record in every four sold throughout the world (outside the Communist bloc) is made by E.M.I.

EMI THE GREATEST RECORDING ORGANISATION IN THE WORLD

PATHÉ MARCONI FAIT LA MODE!

(Pathé Marconi sets the fashion!)

And that doesn't only apply to French recordings.
The fashion in music in France
is increasingly towards American music
—the Twist, the Madison, Jazz and 'Pops'.

PATHÉ MARCONI
with head offices at 19 rue Lord Byron, Paris,
just off the Champs Elysees,
a magnificent recording studio (illustrated below)
and a record plant just outside Paris,
is one of the most important and successful companies
of the E.M.I. Group. The factory is the biggest in France.
It produces nearly 60% of all records pressed in that country,
as well as supplying much of the needs
in neighboring Switzerland and Belgium.

So goes the pattern of E.M.I.'s record business all over the world. That is why E.M.I. records are being pressed today in 40 different countries, and one record in every four sold throughout the world (outside the Communist bloc) is made by E.M.I.

EMI THE GREATEST RECORDING ORGANISATION IN THE WORLD

UNDER LANGA, MÖRKA VINTERKVÄLLAR ...

(Our long, dark winter evenings ...)

... KVIKKER VI OS OP MED AMERIKANSK MUSIK

(... are brightened by American music)

Nowhere in Europe
do Americans feel more at home
than in Scandinavia.
So it's not surprising that American music,
especially jazz and pops, are favourites with
the Swedes, Danes, Norwegians and Finns,
and that U.S. recordings often dominate
the local charts.
E.M.I. has been firmly established
throughout Scandinavia for many years.
Skandinavisk Grammophon Aktieselskab
is the E.M.I. company in Denmark
with a highly efficient factory (pictured below)
in Copenhagen from which it exports
a large proportion of its output
to the other Scandinavian countries.
E.M.I. operates in Sweden as
Skandinaviska Grammophon AB,
and has pressing and recording facilities in
Norway and Finland too—
as well as active distribution and promotion.

So goes the pattern of E.M.I.'s record business all over the world. That is why E.M.I. records are being pressed today in 40 different countries, and one record in every four sold throughout the world (outside the communist bloc) is made by E.M.I.

EMI THE GREATEST RECORDING ORGANISATION IN THE WORLD

HAAN MAIN AMERICAN JAZZ KHARIDTA HUN!

(Yes, I buy American Jazz!)

A great many American jazz, pop and
classical records are listened to and enjoyed
by our Indian friends—
we know ... we have been selling records
there in increasing numbers every year.

The E.M.I. company in India is
The Gramophone Company Ltd., Calcutta.
Pictured below is
its record factory, located at Dum Dum,
which is kept busy turning out records
for the ever increasing demands in this vast country,
and in the export territories of South East Asia.
Our distributors in Hong Kong, Singapore, Malaya,
Burma, Indonesia, Thailand and many other exotic places
find our Calcutta organisation
their speediest source of supply for American hits.

So goes the pattern of E.M.I.'s record business all over the world. That is why E.M.I. records are being pressed today in 40 different countries, and one record in every four sold throughout the world (outside the Communist bloc) is made by E.M.I.

EMI THE GREATEST RECORDING ORGANISATION IN THE WORLD

EMI IS THE GREATEST RECORDING ORGANISATION IN THE WORLD

Bier und Amerikanische Musik haben wir gern!

(Beer and American music— that's what we like!)

THE GERMANS love all kinds of music
but American music has a firm place
in their affections.
With the high level of prosperity achieved
in Western Germany, record sales have
increased enormously in recent years and
E.M.I. has achieved a
considerable share in
this expanding market.

The E.M.I. company in Germany is
Electrola G.m.b.H.,
whose factory and offices (pictured below)
are in Cologne. This central location
gives it unrivalled possibilities for
effective distribution
throughout Western Germany as well
as Switzerland, Austria and
other Continental countries.
A very high proportion of the recordings
that Electrola sells come from America.

So goes the pattern of E.M.I.'s record business all over the world. This is why E.M.I. records are being pressed today in forty different countries, and one record in every four sold throughout the world (outside the Communist bloc) is made by E.M.I.

EMI THE GREATEST RECORDING ORGANISATION IN THE WORLD

FAVORIET IN HOLLAND IS AMERIKAANSE MUZIEK

(American music is tops in Holland)

ET ÇA VA AUSSI POUR LA BELGIQUE!

And that goes for Belgium too!

Yes, the low countries are
certainly high on American music.
Belgium, Holland and Luxembourg,
which make up the Benelux group of territories,
are one of the most densely populated areas of
Europe. As the level of prosperity
is high, they form an important record market.
We know, we have been selling records there for many years.

The E.M.I. company in Belgium is **S.A. Gramophone N.V., Brussels.**
and in Holland, E.M.I. work through
N.V. Verkoop Maatschappij Bovema, of Hilversum.
Bovema's up-to-date recording studio is pictured below
and their factory is busy turning out records
for the ever increasing demand
throughout the Benelux area.
Many of them are American recordings.

So goes the pattern of E.M.I.'s record business all over the world. That is why E.M.I. records are being pressed today in 40 different countries, and one record in every four sold throughout the world (outside the Communist bloc) is made by E.M.I.

EMI THE GREATEST RECORDING ORGANISATION IN THE WORLD

E.M.I. RECORDS LIMITED

LEN WOOD,
Managing Director,
E.M.I. RECORDS LIMITED.

RON WHITE,
General Marketing Manager,
E.M.I. RECORDS LIMITED.

ARTHUR MUXLOW,
General Promotion Manager,
E.M.I. RECORDS LIMITED.

ROLAND RENNIE,
Manager, Licensed Repertoire Department,
E.M.I. RECORDS LIMITED.

During the year ended June 30th 1963 EMI Records Ltd., continued to make progress and once again report that they have surpassed all previous efforts and have had the biggest year ever in their history.

During the year EMIR averaged almost 50% of the LP, EP and Top Singles Charts.

In spite of intense competition the Company retained its hold on the Pop record charts and further maintained its reputation in the New Musical Express Poll for 1962 by winning 27 out of a possible 48 top three positions.

Frank Ifield's "I Remember You" was voted the best British disc of the year in the Poll.

A new Award was introduced by Melody Maker in 1962 entitled "Press Awards for the Records of the Year." EMI won first place with "I Remember You" by Frank Ifield and Acker Bilk's "Stranger on the Shore" was voted to second place. Nat King Cole's "Let there be love" and the Ray Charles recording of "I can't stop loving you" also captured press votes.

One of the EMIR high spots this year was the sensational number of certificates awarded to the Company by the Gramophone Record Retailer's Association and "Record Retailer." In the Awards for the best records of 1961 EMIR won 9 out of a possible 15 places. In the 1962 Awards announced in March 1963, records issued by EMIR won 12 out of the 19 places. This was four times the number of awards made to any other company.

The Acker Bilk record of "Stranger on the Shore" made history in December when it was announced by the trade paper—"Record Retailer"—that this record had appeared in the Top Fifty charts for 52 consecutive weeks —the first time that a record had ever achieved this honour.

EMI also participated in the Annual Ivor Novello Awards being awarded the runner's up certificate for sales of the British composition "Bachelor Boy" performed by Cliff Richard.

From July 1962 up to the time of writing (early June 1963) EMIR has won 17 Silver Discs for sales in excess of a quarter of a million Singles. This is 50% of the Silver Discs awarded during the year and is 5 more than has been awarded to any other Company in the United Kingdom.

The sensational HMV records by the George Mitchell Minstrels of the "Black and White Minstrel Show," which last year exceeded total LP sales of 250,000, have now sold over half a million LPs collectively and a second Silver Disc was presented by the company to George Mitchell to mark the achievement.

A Silver LP was also presented during the year to the famous Scottish dance band leader Jimmy Shand, whose LPs have collectively sold more than 250,000 in Great Britain.

To mark the 35th anniversary of the recording association between Ernest Lough, Dr. Thalben Ball and His Master's Voice, Gold Discs were presented to the two artistes in January 1963. Their most famous record was "Hear My Prayer" recorded when Ernest Lough was a boy soprano. The record remains on the catalogue and still sells consistently in spite of its great age.

A Gold Disc for sales in excess of one million records was awarded by EMI Records Limited to Australian singer Frank Ifield for his outstanding single "I Remember You."

Veteran band leader Joe Loss, who is one of EMI's longest serving artists, recorded "Begin The Beguine" in 1939. In Australia alone over 100,000 copies have been sold over the years and as a tribute the Company presented Joe Loss with a Gold Disc to celebrate the achievement. Joe Loss is still making hit records and frequently appears in the Pop charts.

It has long been EMI Records Limited contention that records must be heard by the largest possible audience to compete successfully with vigorous competition. The Company has, therefore, increased its Radio Luxembourg sponsored air-time to 11 hours each week, covering 24 programmes. Whilst efforts have been made by competitors to increase their own sponsored airtime, EMIR still have considerably more programmes than other companies and thus reach the widest possible teenage audience.

The successful live recording of "Friday Spectacular" continues to attract big listening figures and this programme has been supplemented by a further live show recorded at EMIR headquarters in London's Manchester Square. This half-hour programme entitled "Dancing Party" meets the need for a programme of Pop music suitable for teenage dancers and is heard by millions of listeners each week.

This aspect of the General Promotion Department is merely one facet of an organisation strong in promotional ideas which has been still further strengthened by an influx of new personnel and a re-organisation of the American repertoire exploitation team, which during the months ahead will ensure a still larger share of sales for EMI's many American labels.

In previous editorials the promotional stunts and outstanding receptions for visiting artists have been covered extensively, and the year just ended has been no exception to the continuation of these sales getting presentations which have attracted widespread press coverage and have become the highlights of so many artistes visits to the United Kingdom. Heavy promotional activity has been put behind a number of important artistes, including Capitol's Bobby Darin whose "18 Yellow Roses" was backed by heavy press and Radio Luxembourg promotion. Darin is one of a number of Capitol artists who make a strong impact in the United Kingdom. The Capitol soundtracks of "The King and I," "Carousel," and "Oklahoma," together with records by such artists as Nat Cole, Judy Garland and George Shearing continue to create extremely heavy sales on the Capitol label in the United Kingdom.

During the year ended June 30th 1963 contracts were signed for EMI Records Limited to distribute the catalouges of Walt Disney's "Disneyland" and "Buena Vista" labels. The Charlie Parker and "Charter" labels will also be distributed by EMIR in future in the United Kingdom and certain other territories. Contracts were renewed with Roulette, Swan and ABC Paramount.

EMI Records Limited own label—Stateside—which was introduced 12 months ago to handle non-classical repertoire primarily from the United States, was firmly established during the year and has now created an image as one of the strongest American labels in the U.K.

EMIR's entry into the 3¾ i.p.s. tape market in March 1963 has been further strengthened by releases of top Pop material from both the United Kingdom and America. EMIR is the only major company producing its leading artists both in disc and on tape. The tape catalogue has been further strengthened by the addition of a series of light orchestral tapes primarily intended for background listening for which there is a heavy demand in Great Britain.

Realising the growing importance of point-of-sale aids for dealers' premises, the supply of these attractive units has continued during the year, backed up by posters and other promotional aids aimed at the consumer on the dealer's own premises.

Whilst EMIR is heavily committed in the Pop field, its interest in the non-popular market has not been overlooked and during the year considerable promotional efforts have been made in the marketing of classical repertoire. Experiments have been carried out in direct consumer marketing involving national press advertising and direct-to-public distribution of both leaflets and records. Further stages in the campaign to widen the market for classical records will be undertaken through dealers in the coming year.

One of the earliest trademarks in the history of recording has just been revived in the U.K. by EMI Records Limited. Whilst the Angel trademark has a formidable reputation for classical repertoire in the United States it has not been used in the United Kingdom for many years. The new HMV series of Angel recordings, which was launched in May, consists of major classical works presented in luxury packaging and has already proved its worth to the discriminating public.

EMIR's own training school for dealers enters its 9th year this year. For six months of the year it runs four-day courses designed to teach retail staff the elements of record salesmanship and display. This pioneering effort has been well rewarded by constant support from the trade and is the only course of its kind in the U.K. It is yet another example of the planning and energetic drive of the executive team forming EMI Records Limited, a team which keeps EMI records in the forefront of the British record industry.

Members of E.M.I. Records' Limited Licensed Repertoire Department.
L. to R. Roy Squires, Tony Palmer, John Snell and Derek Everett.

THE GREATEST RECORDING ORGANISATION IN THE WORLD
PRESENTS STEAMING HOT HITS FROM AND
FOR OUR FRIENDS IN THE U.S.A.
GREETINGS FROM
E.M.I.
RECORDS
LIMITED
ENGLAND
EMI

England — The Past Twelve Months

REVIEW OF THE YEAR

Before reviewing the record scene over the past twelve months it might be interesting to study the official Board of Trade figures to get an overall picture of production and sales in the U.K. in 1962.

PRODUCTION AND SALES

	Number of records pressed Thousands			Value of Sales £ Thousand		
	78 r.p.m.	45 r.p.m.	33⅓rd r.p.m.	Total	Total	For Export
1961						
1st. qtr.	603	14,699	4,190	19,492	£3,902	£685
2nd. qtr.	542	11,489	3,923	15,953	£3,045	£642
3rd. qtr.	421	12,149	4,647	17,217	£3,571	£734
4th. qtr.	615	16,421	6,628	23,664	£5,501	£628
1962						
1st. qtr.	593	14,608	5,520	20,721	£4,259	£704
2nd. qtr.	474	9,830	4,731	15,036	£3,266	£699
3rd. qtr.	382	13,621	4,370	18,373	£3,691	£570
4th. qtr.	495	17,180	5,740	23,415	£6,184	£789

Comparing last year's figures with those of 1961 it will be seen that the production of 78 r.p.m. disks continued to decline and records of this speed are now virtually extinct. Output of 45 r.p.m. disks showed little change but production of 33⅓rd r.p.m. disks increased by five per cent. It will also be seen that quarter by quarter sales, too, showed a healthy increase over the previous year and in the final analysis manufacturers' sales were nine per cent higher than in 1961 with increases both in the home and export markets of ten per cent and three per cent respectively. This was achieved despite the disastrous weather at the beginning of December which seriously affected the Christmas market. The current year, too, got off to a bad start sales wise, again due to the climatic conditions, which resulted in a seven per cent drop in January sales compared to the same period in 1962. However, by the end of the first quarter, with production at a steady level, sales were already up on last year and as we go to press the outlook for 1963 is both encouraging and invigorating.

This year has seen a necessary and welcome reduction in the purchase tax on TV and radio sets, record players and gramophone records which now stands at 25 per cent. It has also seen a necessary, if not so welcome, increase in the price of disks. In July this year manufacturers, faced with increasing costs of production, raised the price of singles from 6s.3d. (87¢) to 6s.8d. (94¢) and, in general, the standard priced LP's went up by 1s.6d. (21¢). While the consumer met the raise with indignation dealers themselves and their official organisation. The Gramophone Record Retailers Association, accepted it as inevitably justifiable and unlikely to have an adverse affect upon sales. Once again single sales remain steady, although slightly down on last year, and E.P.s continue their rapid decline in popularity particularly in the face of fierce competition from the low-priced L.P. Sales of top price, top quality classical L.Ps go up and up. Decca are currently enjoying a well deserved success with their double album of Benjamin Britten's "War Requiem." It is interesting to compare the pre-war price of a classical work comprising perhaps six 12" 78 r.p.m. disks costing 36s.0d. ($5.04) excluding tax, with a similar work today which may be available on one L.P. costing 37s.6d. ($5.25) including tax or a little over £1.0.0. ($3) if on a low-priced label. The most striking increase has been in the sales of pop L.Ps which, thanks to artistes such as Cliff Richard, The Shadows, The Beatles etc. are now selling in larger quantities than ever before. Progress in the stereo field, except for operatic works, is virtually at a standstill.

The ever-growing popularity and success of British artistes and material overseas is evidenced by their increasing representation both in the American and continental charts. During the year under review the number of British copyrights to enter the American Top 100 has increased over the preceding year. Although these are listed elsewhere in this issue special mention must be made to The Tornados whose Decca recording of "Telstar," released in the States on London, reached the No. 1 spot in that country thus winning the first Gold Trophy to be presented by Cash Box, and two Gold Disks for world sales of over two million copies. At the time of writing Australian born Rolf Harris already established in the States with "Sun Arise" is heading for the top with "Tie Me Kangaroo Down Sport" released here by E.M.I. on the Columbia label and in the United States on Epic. Cliff Richard retains his international crown enjoying ever increasing sales and chart entries in this country and throughout the world. Another British artiste Frank Ifield has attracted world wide attention first with his million selling "I Remember You" which not only commercialised country and western in Britain but took him to the No. 1 slot for six successive weeks and into the American Top 100. Two more British chart toppers followed "Lovesick Blues" and "The Wayward Wind." Many other British artistes have hit the overseas charts with English recordings in the past year including Helen Shapiro (Columbia); Vera Lynn (HMV); The Springfields (Philips); Frankie Vaughan (Philips); Ronnie Carroll (Philips); Kenny Ball (Pye) and groups The Shadows (Columbia) and The Tornadoes (Decca) whose instrumental talents know no international barriers. However, with the fast increasing number of local language records finding their way into the continental charts it is becoming more and more necessary for British and American artistes to record in as many languages as possible. This is particularly so in countries such as France, Italy and, perhaps most important of all, Germany. Alma Cogan (Columbia) set the pace by recording "Tell Him" in half a dozen languages. Recently Cliff Richard, Frank Ifield and The Shadows went to Barcelona to record in Spanish; Helen Shapiro and Maureen Evans to Germany and Harry Secombe and Doug Sheldon to France. In France Petula Clark has scaled the heights of international fame with four major hits—"Chariot;" "Coeur Blesse;" "Je Me Sens Bien" and "Monsieur Monsieur."

On the home front it has been a year of continued and sustained success for established artistes of all labels; while others such as Mark Wynter, Ronnie Carroll, Joe Brown, Kenny Lynch, Billy Fury etc, have experienced unprecedented chart success, growing in stature and enhancing their reputations. The year has also brought forth a prodigous crop of new talent notably Susan Maughan with "Bobby's Girl" (Philips); Mike Berry "Don't You Think It's Time" (HMV); Billie Davis "Tell Him" (Decca) and ex-members of The Shadows Jet Harris and Tony Meehan took on a new lease of life with "Diamonds" and "Scarlett O'Hara"—both on Decca. However, as the year 1961/62 will be remembered for the successful upsurge of traditional jazz so the year 1962/63 will go down in record history as the year of new groups and new sounds. This started to emerge towards the end of 1962 sparked off by the meteoric ascent of The Tornadoes and "Telstar." The trend really got under way in February this year when The Beatles marched south from Liverpool to storm the charts with two successive hits "How Do You Do It" and "I Like Me To You" on Parlophone. Within a month another Northern group Gerry And The Pacemakers took EMI to the No. 1 slot again this time on Columbia with two more lightning hits "How Do oYu Do It" and "I Like It." Next came Billy J. Kramer with The Dakotas straight to No. 1 with "Do You Want To Know A Secret" on Parlophone, with Freddie And The Dreamers (Columbia) and The Searchers (Pye) in hot pursuit. By the end of June six British groups were in the Top Ten and enjoying unparalleled success. At the same time British copyrights accounted for six out of the Top Ten numbers in the Best Selling Sheet Music lists. Later in July the percentage was even higher with 15 British numbers in the Top Thirty. Although British artistes and material continue to dominate the charts Americans are still much in evidence and many of them have had an impressive year.

While the Presley beat remains a chart certainty it has also been good to renew Top Ten acquaintance with such old friends as Nat "King" Cole "Roses Are Red" and "Let There Be Love" (Capitol); Andy Williams "Can't Get Used To Losing You" (CBS) and Ray Charles "I Can't Stop Loving You" and "Take These Chains From My Heart" (HMV)—all three artistes visited Britain during the year. Country and western singer Ned Miller had his first British chart entry with "From A Jack To A King" on London while Roy Orbison achieved the unique distinction of having two separate country and western style singles "In Dreams" and "Falling" both on London simultaneously in the Top Twenty. Others who made a successful crossing from the American Top 100 to the British Top Twenty include Del Shannon with "Swiss Maid" (London); Bobby Vee "The Night Has A Thousand Eyes" (Liberty); Chris Montez "Let's Dance" (London); Brenda Lee "All Alone Am I" (Brunswick) Little Eva "Locomotion" (London) etc. etc. Although top continental stars still find it difficult to make the grade over here Swedish group The Spotnicks entered the charts with "Hava Nagila" for Oriole.

The volume of sales achieved by best selling singles would seem to be diminishing. From July 1961 to July 1962 seven Gold Disks were awarded for sales exceeding one million copies. In the year under review only two singles "I Remember You" by Frank Ifield (Columbia) and "Telstar" by The Tornadoes (Decca) qualified. The number of Silver Disks presented for sales reaching the quarter million mark has also fallen. In 1960, 34 were issued. In 1961, 36 and last year (1962) the figure fell to 33. 19 of these went to British artistes and 14 to American. Although the drop in top sales may be due in part to a lower percentage of disks in the Gold and Silver class, over production and over exploitation of certain top artistes allied to the ephemeral nature of the present day musical scene are other contributary factors. As craze follows craze, each breaking out in a rash of competitive releases the market is flooded with good, not so good, and mediocre versions, confusing the consumer and devastating the dealer, thus scrambling sales and reducing the jackpot. Changes and new ideas are good, vital and necessary but discrimination in the quantity and quality of output is essential if artistes, manufacturers and the industry as a whole, are to enjoy maximum sales. This time last year the twist was the rage of Europe since then we have had the Madison, (which brought veteran bandleader Joe Loss back into the charts with "Must Be Madison" on HMV), Bossa Nova, Golli Golli, The Sidewalk and Tamoure and, today, we are on the brink of a surfeit of Surfin'. The biggest comedy record of the year came from America with Vaughn Meader's first L.P. "The First Family" on London. This country produced nothing in the comedy line to equal the previous year's successes by Bernard Cribbins "Hole In The Ground" (Parlophone) and Mike Sarne "Come Outside" (Parlophone).

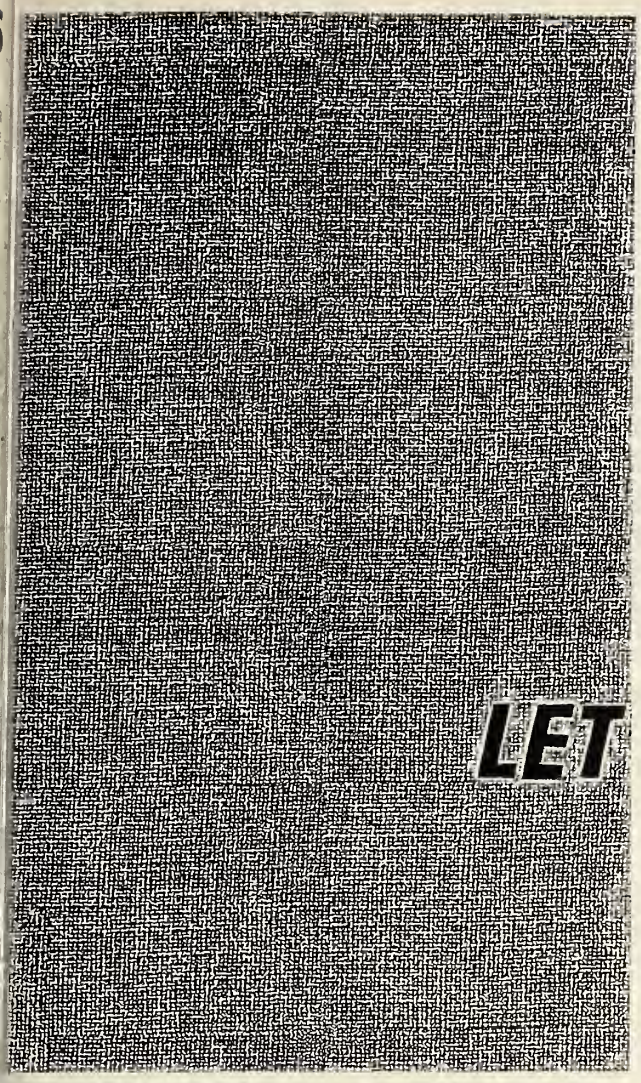
The year has seen the triumphant Broadway opening, to rave reviews and long runs, of several British shows. Unlimited airtime took "What Kind Of Fool Am I" into the Top 100 long before Anthony Newley and "Stop The World" arrived. Critics hailed Lionel Bart's "Oliver" as 'the best musical since My Fair Lady' while the off beat revue "Beyond The Fringe" was an off-Broadway success. American shows arriving in London were less successful. "Fiorello," "Carnival" and "On The Town," despite long American runs, folded here after only a few weeks, while "Yankee Doodle Comes To Town" failed to reach the West End at all. None of the music made much impression on stage or turntable. In the realm of new British musicals the year has given London three major hits. Lionel Bart's "Blitz" with a score published by Bart's own publishing company, Apollo; a return to favour of Tommy Steele as Kipps in "Half A Sixpence" by David Heneker published by Brittania (Chappells) and the latest classic turned musical "Pickwick" with music and lyrics by Cyril Ornadel and Leslie Bricusse published by Chappells and starring Harry Secombe. Meantime with "The Black And White Minstrel Show" still packing the Victoria Palace the L.Ps by The George Mitchell Minstrels issued by H.M.V. have collectively notched up over half a million sales. However, one American show "How To Succeed In Business Without Really Trying" was not only raptuously received when it opened at the Shaftesbury Theatre in March this year but also furnished Dorchester Productions Ltd. (E.M.I's newly formed theatrical production company) with its first smash hit.

For E.M.I. Records Ltd. it has been another year of leadership and chart supremacy claiming almost 50 per cent of the singles, E.P. and L.P. chart entries over the past twelve months. Airtime on Radio Luxembourg has been stepped up to eleven hours a week covering 24 programmes. Besides renewing contracts with Roulette, ABC Paramount and Swan Records, E.M.I. have acquired the catalogue of Walt Disney's Disneyland and Buena Vista labels and those of Charlie Parker and Charter. Verve Records still handled by E.M.I. are now issued on their own trade mark instead of M.G.M. as before. The recording 'angel,' one of the earliest trade marks in the history of the industry made a welcome re-appearance here in May this year when together with the famous H.M.V. 'dog' it became the symbol of E.M.I's new His Master's Voice 'Angel' series specially designed for the connoisseur of classical music. Another luxury package release by E.M.I. during the year was "The Living Bible" series comprising 12 L.P's of readings from the Old Testament by Sir Laurence Olivier.

Towards the end of 1962 Leomark, with the release of another nine L.P's in their "New English Bible" series, brought the total to 18. By the time this review goes to press it is expected that the complete New Testament, spoken in the full text, will be available on 30 Leomark 12" L.P's. The series has attracted world wide interest and critical acclaim.

Argo, the well-known subsidiary of Decca Records, devoted to Spoken Word Recordings, this year completes the formidable task of recording the first folio of Shakespeare's 36 plays and his poetry. The entire canon comprising 134 L.P's and representing seven years' preparation and recording, will be available by February 1964—the 400th anniversary of the poet's birth.

(continued on page 10)



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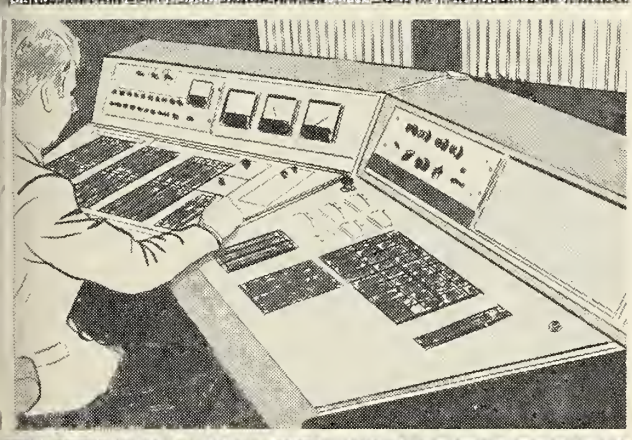

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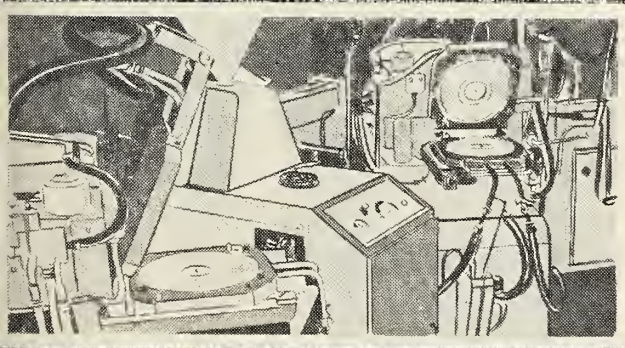

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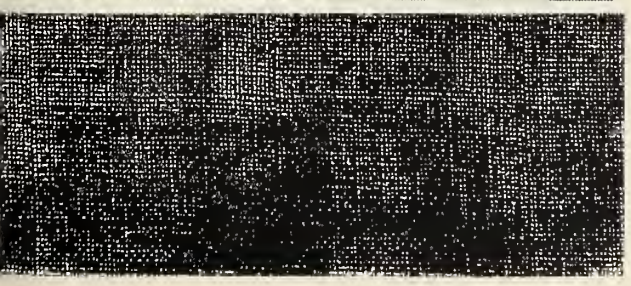

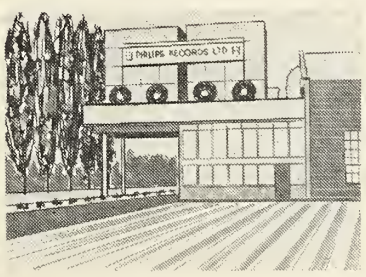

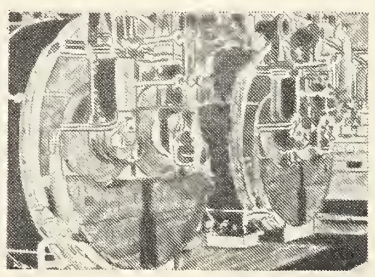

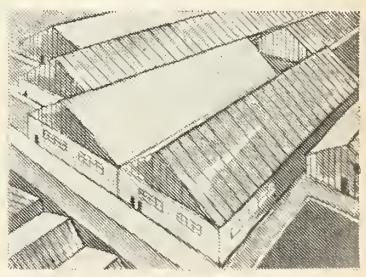

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England — The Past Twelve Months

Another exciting contribution to Spoken Word recordings came from Pye Records with "Face to Face" capturing for posterity the voices of famous present day personalities in a series of controversial interviews with John Freeman. During the year Pye also launched the 'Heather' series of Irish and Scottish material and a new 'Rhythm and Blues' series. During the year Pye has further expanded its factory potential, output and custom pressing, moved into new premises and effectively opened new studios for domestic and outside recordings. In an effort to bridge the transatlantic gap between the British and American hits, which are often dis-similar, Pye brought over Bobby Rydell, recorded him in their own studios for this market and achieved notable success. During the year Frank Sinatra and Sammy Davis, Jr. also recorded in Pye's London studios. One of the major surprises of the year was Pye's acquisition of the Cameo-Parkway label previously with E.M.I. In the overseas market Pye completed pactings with Nippon Columbia in Japan and more recently with Negram Records in Holland. The Colpix product previously issued on Pye's International label now comes out on its own trade mark.

The Decca Record Company continues to enjoy chart success particularly with American artistes. Elvis Presley topped the singles charts with "She's Not You" and E. P. charts with "Follow That Dream" and "Kid Galahad." The company also topped the singles charts with "Speedy Gonzales" by Pat Boone and "Let's Dance" by Chris Montez—both on London. Same label had chart success with Little Eva "Locomotion" and Del Shannon "Swiss Maid." Besides Presley three other RCA artistes made the grade Neil Sedaka, Duane Eddy and country and western singer Jim Reeves who is currently in the charts with "Welcome To My World." On the distaff side Brenda Lee visited this country and also sustained her chart successes with "All Alone Am I" and "Losing You" on Brunswick.

However, Decca's three most sensational hits of the year came from British artistes with "Telstar" by The Tornados, "Diamonds" and "Scarlett O'Hara" by Jet Harris and Tony Meehan and "Last Night Was Made For Love" and "Once Upon A Dream" by Billy Fury. During the year Decca launched a new low-priced label RCA Victrola.

Over to Philips where once again British artistes have played an important part in the company's highly successful year. Ronnie Carroll, besides representing Great Britain in the Eurovision Song Contest with "Say Wonderful Things," also had a solid hit with "Roses Are Red." Over the past twelve months Carroll has sold more records than in the previous five years. Frankie Vaughan, too, had his best year to date selling over one million disks—his biggest hit "Tower Of Strength" claiming 600,000 of them. In the L. P. field Harry Secombe is still the label's strongest seller. Susan Maughan came to the front with "Bobby's Girl" and The Springfields followed their transatlantic chart successes "Silver Threads And Golden Needles" and "Island Of Dreams" with a recording session in Nashville, Tennessee. American duo Paul and Paula hit the charts with "Hey Paula" and "Young Lovers." In December last Philips took over the distribution here of Audio-Fidelity Records. CBS celebrated its first anniversary with a visit from Andy Williams then in the charts with "Can't Get Used To Losing You" and also opened an international office in Paris. Fontana set up a new company in New York to handle American exploitation of the label and at home added the World Pacific catalogue to their already formidable jazz repertoire. The Rooftop Singers made it with "Walk Right In" on Fontana and the label's latest signings are Eden Kane and jazzman Johnny Dankworth.

The growing trend for record manufacturers to have their own wholesale outlets continues to threaten the livelihood of independent factors. Tragically the past twelve months has seen the demise of two important and long established firms. Thompson, Diamond & Butcher closed their doors in October after 42 years of service to the industry. Next to go in February this year after 70 years in business was the Northern wholesale firm Appletons of Leeds who had previously been taken over by Philips. Central Record Distributors also ceased to operate during the last year. Closures such as these increase still further the distribution problems of the smaller record companies. However, many of our leading independents have forged ahead with appreciable success.

Oriole Records have further consolidated their new look policy inaugurated in 1961. The past year has given the label its first major chart successes. Maureen Evans "Like I Do" broke in January this year and a few weeks later Swedish group The Spotnicks entered the Top Twenty with "Hava Nagila." Last Autumn Oriole acquired the U. K. rights to the Tamla, Motown, Gordy catalogues and have added the American Savoy label incorporating the World Wide and Regent jazz catalogues. More recently they acquired classical and neo-classical E. P. and L. P. recordings from Ariola in Germany to be issued on Oriole-Eurodisc. Expansion in the L. P. field came in March with the launching of a new low-priced Realm series specially designed for the family market.

In December Delyse Records celebrated their eighth anniversary by issuing, appropriately enough, eight L.Ps—their biggest release to date. The year's major successes include an L.P. by the celebrated Welsh opera singer "Geraint Evans Sings In Llanduff Cathedral"; a recital of 16th, 17th and 18th century "Songs Of Love" by David Hughes and more recently "A Nation Sings" 5000 voices recorded in the Royal Albert Hall and reported to be selling at the rate of over 1000 copies a day.

One of the biggest expansion programmes of the year has come from Ember Records International. Label chief Jeff Kruger has set up distribution deals throughout the world. Two major triumphs in Ember's progress have been the appointment of Selecta Gramophones as their distributors and of ace-composer-recording star John Barry as Head of the A & R Department. Thus strengthened the company plans a rapid expansion in the British, American and international markets.

The last year has seen the opening in London of Pickwick International (Great Britain) Ltd. which began operations just before Christmas. Headed by Monty Lewis, working closely with Cy Leslie in New York, the company is producing two main lines—a catalogue of popular 12" L.Ps and a varied line of 7" and 12" kiddie records marketed on the Happy Time label. Initial success here has led to extended production in five European territories. A 1963 Christmas programme has been arranged which will take the 12" L.P. line into 1000 specially selected Christmas trade outlets.

The Transatlantic Record Company is becoming just that. Their highly successful L.P. of poetry and folk music "Songs Of Love, Lust And Loose Living" by Tony Britten and Isla Cameron is released in the U.S. on London. During the year Transatlantic have moved to larger premises, taken over the Folkways catalogue and completed a deal with a major label, Decca, to release a single by Sheila Hancock coupling two tracks from her Transatlantic L.P. "Puttin' Out The Dustbin."

(continued on page 12

GREETINGS To Cash Box on its 21st Anniversary

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England — The Past Twelve Months

During the past twelve months the Esquire Record Company has stepped up its country and western output on the Starlite label. Particularly interesting has been the demand for singles and E.Ps of artistes such as Howard Vokes, Danny Harrison and Tex Bellin. The label's Director Carlo Kramer expects to see a considerable growth in gospel recordings in the coming year and in this category Starlite has a wealth of talent headed by the famous American group from Illinois The Faithful Wanderers. Although essentially a modern jazz label Esquire plans to inject, from time to time, some of the better blues performers available to them including albums by Sleepy John Estes, Big Joe Williams and Rufus Perryman.

Vogue Records, Decca owned since 1953, this year re-introduced their Vocalian label with a catalogue of jazz boasting such artistes as Dave Brubeck, Cal Tjader, Dizzy Gillespie, Gerry Mulligan and Charlie Mingus etc.

Siggy Jackson of Melodisc Records attributes the tremendous increase in r & b sales in recent months to the fact that it is 'an extension of the rock 'n' roll beat with crazier lyrics'. His label has had particular success with "Marylee" by Laurel Aitken. Departing from their usual r & b and folk music lines Melodisc this year had a popular success with "Fireball" from the popular TV puppet series. The major event of the Deutsche Grammophon year in England was the release and subsequent success of the nine Beethoven Symphonies recorded by The Berlin Philharmonic Orchestra under Von Karajan. In the pop field Polydor issued "My Bonnie" waxed in Hamburg by the now famous Beatles, way back in 1961.

Across the Irish sea Emerald Records have strengthened their position by acquiring distribution rights in their territory of the American Cimarron Sims catalogue which includes Leon McAuliff, Billy Parker, Dub Dickerson, Floyd Tillman etc. As with their recently launched Jubilee E. P. series releases are on Decca. Emerald also concluded a catalogue deal with another U. S. label Skylite.

Island Records, specialists in calypso, steel band and rhythm and blues material have had their best year so far. On the calypso Jump Up label came a single "Kennedy And Kruschev" by The Mighty Sparrow from his L.P. "The Slave." Besides venturing into the comedy field Island Records have caused quite a sensation with "Music To Strip By" on the new Surprise label.

With the opening of new studios Saga Records embarked on a programme of catalogue expansion which started by taking over the Silver Dollar 'Strict Tempo' label whose releases included versions of The Madison, Twist and Bossa Nova. Saga also took over Record Society, Micropressings, and SMM Distributors as well Associated Recordings.

Although Collector Records, specialists in folk, jazz, flamenco and Italian music, concentrate mainly on E.P. release some singles are issued. In the classical field Collector was the first company to record mandolin player Hugo D'Alton as a solo artiste.

Independent record producers, continuing to shed blood, sweat and tears in their fight for recognition have, in the last year, scored several resounding victories and one major defeat—the capitulation of Audio Enterprise, the firm who so successfully established the name of Eden Kane. However, back to the victorious. happy and glorious ones and the problems confronting them. A glance at the American singles chart in any given week reveals a multiude of independent labels credited with a considerable percentage of the Top 100 entries. In this country the position, superficially at any rate, is very different. For although the efforts of the independent producers may be responsible for anything up to 50 per cent of the Top Twenty releases they will be put out by, and credited to, a major label—the vast amount of capital required to launch a new label in this country being prohibitive.

During the year Bunny Lewis of Ritz Records succeeded in getting label recognition with his product released on the split logo Decca/Ritz in the United Kingdom, British Commonwealth and all European territories except Scandinavia, France and Spain which are still open to negotiation. Ritz recently signed their first American artiste Bobby Curtola.

Following Mr. Acker Bilk's American chart entry "Stranger On The Shore" Denis Preston of Record Supervision, whose master it is, has in the past year established Bilk in the United States as a solid album seller and is now waxing four L.Ps annually for stateside release on Atco. Preston's Lansdowne Jazz Series continues to supply E.M.I. with a remarkably high standard of jazz recordings for release on the Columbia label. R.S.L. introduced the Tamoure to England with recordings by The Maori Hi Five.

However, perhaps the biggest independent splash to be made this year in the transatlantic ocean came from Joe Meek of R.G.M. Sound with his two million selling, Cash Box Gold Award winning, "Telstar" by The Tornados. During the year in addition to producing many British chart entries Meek also recorded top Swedish artistes Jerry Williams and The Violents.

Robert Stigwood Associates Ltd. continued their promotion of John Leyton and Mike Sarne and introduced a new British artiste Bick Ford.

Newcomers Baton Holdings entered the independent record world under the guidance of publisher Jack Heath and M. D. Woolf Phillips. Allied with their agency and publishing interests the company achieved singles success with Joe Loss and "Must Be Madison."

With British numbers accounting for 50 per cent of the Best Selling Sheet Music sales over the past twelve months (see list elsewhere in this issue) publishers counting more and more on British writers to supply them with potential chart entries, have been well rewarded. This pro-British trend originally activated out of self defense against the exhorbitant royalty advances demanded by American publishers, as much as out of national pride, has turned out to be a paying proposition. Today British artistes and writers are enjoying a world wide reputation hitherto unparalleled.

The year has seen the 85th anniversary of Francis Day & Hunter, one of the world's largest and most respected publishing houses. While having a catalogue of hits dating back to 1877 the company also keeps abreast of the times and has, in the last year, achieved considerable chart success with "Diamonds" and "Scarlett O'Hara" by Jet Harris and Tony Meehan and "Atlantis" by The Shadows—all from the pen of composer Jerry Lordan who is under contract to this enterprising company. Lawrence Wright, founder of one of this country's most successful publishing houses, received a special and well deserved Ivor Novello Award for 'outstanding services to British popular and light music'. Lawrence Wright also published one of the year's biggest successes "Lovesick Blues" by Frank Ifield. The Southern group continuing their pro-British policy made impressive entries into the charts with two Mike Sarne numbers "Come Outside" and "Will I What?" It was

(Continued on page 22)

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What Kind Of Fool Am I	Essex	Ludlow BMI	Anthony Newley	Decca	London
Softly As I Leave You	Robbins	Miller ASCAP	Matt Monro	Parlophone	Liberty
Telstar	Ivy	Campbell Connelly	The Tornados	Decca	London
As Long As She Needs Me	Essex	Hollis BMI	Sammy Davis Jr.	Reprise	Reprise
			Georgia Brown	Decca	London
			Shirley Bassey	Columbia	United Artist
			Ronnie Aldrich	Decca	London
Ridin' The Wind	Ivy	Ivy Ltd (ASCAP)	The Tornados	Decca	London
Globetrottin'	Ivy	Leeds (ASCAP)	The Tornados	Decca	London
Sun Arise	Ardmore & Beechwood	Ardsmore (ASCAP)	Rolf Harris	Columbia	Epic
Island of Dreams	Chappell	MRC BMI	The Springfields	Philips	Philips
Say Wonderful Things	Ardmore & Beechwood	Hill & Range BMI	Patti Page	—	Columbia
			Ronnie Carroll	Philips	Philips
Tie Me Kangaroo Down Sport	Ardmore & Beechwood	Beechwood BMI	Rolf Harris	Columbia	Epic
From Me To You	Northern Songs	Gil BMI	The Beatles	Parlophone	Veejay
			Del Shannon	London	Bigtop
Scarlett O'Hara	Francis Day & Hunter	Regent BMI	Jet Harris	Decca	London
			Tony Meehan		
			Lawrence Welk	—	Dot
			Bobby Gregg	—	Epic

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Mary's Boy Child	Harry Belafonte	RCA
O Mein Papa	Eddie Calvert	Columbia
Limelight	Frank Chacksfield	Decca
What Do You Want To Make Those Eyes At Me Fo	Emile Ford	Pye
Rock Around The Clock	Bill Haley	Brunswick
We Will Make Love	Russ Hamilton	Oriole
Harry Lime Theme	Anton Karas	Decca
He's Got The Whole World In His Hands	Laurie London	Parlophone
Auf Wiederschen	Vera Lynn	Decca
Charmaine	Mantovani	Decca
It's Now Or Never	Elvis Presley	RCA
Living Doll	Cliff Richard	Columbia
Freight Train	Nancy Whiskey	Oriole
Cara Mia	David Whitfield	Decca

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The Young Ones	Cliff Richard	Columbia

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Sheila	Tommy Roe	H.M.V.
Bachelor Boy/The Next Time	Cliff Richard	Columbia
It'll Be Me	Cliff Richard	Columbia
Summer Holiday	Cliff Richard	Columbia
Dance On	The Shadows	Columbia
Guitar Tango	The Shadows	Columbia
Foot Tapper	The Shadows	Columbia
I Remember You	Frank Ifield	Columbia
Lovesick Blues	Frank Ifield	Columbia
The Wayward Wind	Frank Ifield	Columbia
Nobody's Darlin' But Mine	Frank Ifield	Columbia
Sun Arise	Rolf Harris	Columbia
How Do You Do It?	The Beatles	Parlophone
From Me To You	The Beatles	Parlophone
Come Outside	Mike Sarne	Parlophone
Please Please Me	The Beatles	Parlophone

LPs

Modern Sounds In Country And Western Music	Ray Charles	H.M.V.
The Black & White Minstrel Show Another Black & White Minstrel Show On Stage With The Black & White Minstrels	George Mitchell Minstrels	H.M.V.
The Sound Of Music	London Theatre Cast	H.M.V.
September Song	Nat King Cole/ George Shearing	Capitol
Oklahoma	Film Soundtrack	Capitol
Judy Garland At Carnegie Hall	Judy Garland	Capitol
Summer Holiday	Cliff Richard/ The Shadows	Columbia
Out Of The Shadows	The Shadows	Columbia
I'll Remember You	Frank Ifield	Columbia
Let's Face The Music	Shirley Bassey/ Nelson Riddle	Columbia
From Adam With Love	Adam Faith	Parlophone
Please Please Me	The Beatles	Parlophone
Richard Chamberlain Sings	Richard Chamberlain	M-G-M
Bobby Vee Meets The Crickets	Bobby Vee/ The Crickets	Liberty
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Oh! Look At Me Now	Bobby Darin	Capitol

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Telstar	The Tornados	Decca
Return To Sender	Elvis Presley	RCA Victor
Rock-A-Hula Baby/Can't Help Falling In Love	Elvis Presley	RCA Victor
Speedy Gonzales	Pat Boone	London-American
Let's Dance	Chris Montez	London-American
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In Dreams	Roy Orbison	London-American
Wimoweh	Karl Denver	Decca
Like I've Never Been Gone	Billy Fury	Decca
It Might As Well Rain Until September	Carole King	London-American
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LPs

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Twistin' & Twangin'	Duane Eddy	RCA Victor
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Billy	Billy Fury	Decca
All Alone Am I	Brenda Lee	Brunswick
Statefair	Soundtrack	London
Great Films Great Themes	Mantovania	Decca
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Walk Right In	The Rooftop Singers	Fontana
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Hey Paula	Paul And Paula	Philips
Roses Are Red	Ronnie Carroll	Philips
Young Lovers	Paul And Paula	Philips
Devil Woman	Marty Robbins	CBS
Say I Won't Be There	The Springfields	Philips
Yes My Darling Daughter	Eydie Gorme	CBS
Can't Get Used To Losing You	Andy Williams	CBS

LPs

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PYE LIST OF BEST SELLERS OVER PAST 12 MONTHS

SINGLES

A Picture Of You	Joe Brown	Piccadilly
That's What Love Will Do	Joe Brown	Piccadilly
Venus In Blue Jeans	Mark Wynter	Pye
It Only Took A Minute	Joe Brown	Piccadilly
Go Away Little Girl	Mark Wynter	Pye
Sukiyaki	Kenny Ball	Pye-Jazz
The Green Leaves Of Summer	Kenny Ball	Pye-Jazz
So Do I	Kenny Ball	Pye-Jazz
Ya Ya Twist	Petula Clark	Pye
Spanish Harlem	Jimmy Justice	Pye
Up On The Roof	Julie Grant	Pye
Me And My Shadows	Frank Sinatra/ Sammy Davis Jr.	Reprise
Casablanca	Kenny Ball	Pye-Jazz
Count On Me	Julie Grant	Pye
Shy Girl	Mark Wynter	Pye

LPs

The Golden Age Of Donegan (Volume One)	Lonnie Donegan	Pye 'Golden Guinea'
A Picture Of You	Joe Brown	Pye 'Golden Guinea'
Sinatra-Basie	Frank Sinatra/ Count Basie	Reprise
Hancock	Tony Hancock	Pye
All The Hits By All The Stars	Various Artistes	Cameo-Parkway
Steptoe & Son	Harry Corbett Wilfred Bramwell	Pye
Sinatra And Swingin' Brass	Frank Sinatra	Reprise
Sinatra And Strings	Frank Sinatra	Reprise
Best Of Ball, Barber And Bilk	Kenny Ball Chris Barber Acker Bilk	Pye 'Golden Guinea'
The Golden Age Of Donegan (Volume Two)	Lonnie Donegan	Pye 'Golden Guinea'

BEST SELLING SHEET MUSIC OVER THE LAST TWELVE MONTHS

	TITLE	PUBLISHER
(B)	Come Outside	Monique
(B)	The Green Leaves Of Summer	Robbins
(A)	I Can't Stop Loving You	Acuff-Rose
(A)	I Remember You	Victoria
(B)	Stranger On The Shore	Sherwin
(A)	Roses Are Red	Leeds
(A)	Speedy Gonzales	Macmelodies/Budd
(A)	Guitar Tango	Mills
(A)	Things	Burton
(A)	She's Not You	Ronny
(B)	Telstar	Ivy
(A)	It Might As Well Rain Until September	Aldon
(A)	Ramblin' Rose	Comet
(A)	Lovesick Blues	Lawrence Wright
(A)	Bobby's Girl	Kassner
(A)	Let's Dance	Morris
(A)	Return To Sender	Manor
(A)	Rocking Around The Christmas Tree	Chappell
(B)	Batchelor Boy	Leeds
(B)	The Next Time	Elstree
(B)	Dance On	Bron
(A)	Slightly Out Of Tune (Desafinado)	Cromwell
(B)	Diamonds	Francis Day & Hunter
(A)	Like I Do	Bourne
(A)	The Wayward Wind	LaFleur
(B)	Please Please Me	Dick James
(B)	Island Of Dreams	Chappell
(B)	Summer Holiday	Elstree
(B)	Say Wonderful Things	Ardmore & Beechwood
(B)	Foot Topper	Elstree
(B)	How Do You Do It	Dick James
(A)	From A Jack To A King	Burlington
(B)	From Me To You	Northern Songs
(B)	Nobody's Darling But Mine	Peter Maurice
(B)	Do You Want To Know A Secret	Northern Songs
(A)	Lucky Lips	Cromwell
(B)	Atlantis	Francis Day & Hunter
(B)	I Like It	Dick James
(A)	Take These Chains From My Heart	Acuff-Rose

(A)—American copyright

(B)—British copyright

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(b) Admission to E.F.T.A. rates of duty is subject to the goods being consigned to this country from the Area of the European Free Trade Association, which includes Austria, Denmark, Finland, Liechtenstein, Norway, Portugal, Sweden and Switzerland, and to production of satisfactory evidence of E.F.T.A. origin.

2. PURCHASE TAX.

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2. Master recorded tapes.
3. Matrices impressed for the reproduction of gramophone records.

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DREAM OF OLWEN
By Charles Williams
U.S. Publisher: Mills Music Inc.

Concerto In Jazz
By DONALD PHILLIPS
U.S. Publisher: Mills Music Inc.

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ENGLAND — The Past 12 Months

(concluded)

a pleasure to meet Southern's Director Mrs. Ralph Peer during her annual visit to Europe. E.M.I.'s publishing house Ardmore & Beechwood enjoyed considerable success with both American and British numbers. From America The Four Seasons contributed two solid successes "Sherry" and "Big Girls Don't Cry" while in both the American and British markets Rolf Harris' "Sun Arise" and "Tie Me Kangaroo Down Sport" hit the jackpot. Chappells continued to skim the cream from the best of American and British musicals of stage and screen and, at the same time, handle such individual hits as "I Can't Stop Loving" by Ray Charles; "Island of Dreams" by The Springfields and "Take These Chains From My Heart" (Ray Charles.) During the year Chappells also acquired the Planetary Kahl catalogue and set up two new companies P. K. Music which scored with Frankie Vaughan's "Loop De Loop" and Delfont Music to handle the score of the British musical "Pickwick." Welbeck Music was launched by Pye Records under the aegis of Leeds Music and immediately achieved success with "I Will Follow Him" by Petula Clark and "Suki Yaki" by Kenny Ball. Decca's publishing outlet Burlington Music had a trump card with Ned Miller's "From A Jack To A King" and also Del Shannon's "Swiss Maid." They also published "Acapulco 1922." The K.P.M. group entered the record and best selling sheet music charts with "Like I Do" by Maureen Evans and "Nobody's Darling But Mine" by Frank Ifield and set up a new publishing outlet in America with Al Gallico. In London they took over the Spanka catalogue previously handled by Bron Music. The biggest hit of the year for Bron was "Dance On" by The Shadows closely followed by "Esso Besso" by Paul Anka. Noel Rogers who handles the Aldon and Dominion catalogues this year moved to new offices and had such outstanding hits as "Locomotion" by Little Eva; "It Might As Well Rain Until September" by Carol King; "Up On The Roof" (Kenny Lynch) and "Venus In Blue Jeans" by Mark Wynter etc. Another publisher to move to new offices was Lee Pincus of Ambassador Music who besides enjoying success with "A Taste Of Honey" has also successfully placed many British copyrights on the American market through his parent firm Gil Pincus Music. John Fields of Harold Fields Music also moved offices and achieved success with his own composition "My Love And Devotion" which was recorded by Matt Monro. A stone's throw away Cyril Shane of Shapiro Bernstein launched a concentrated attack on the charts first with "It Only Took A Minute" by Joe Brown and "Guitar Man" by Duane Eddy. Shapiro Bernstein also published the music from 'the film of the year' "Lawrence of Arabia." For Mills Music it was a British composition which gave them their biggest success "Guitar Tango" by The Shadows. London Manager Cyril Gee also visited New York on a 'Buy British' music selling campaign. Ivy Music were the lucky publishers of "Telstar" by The Tornados. Fred Jackson of Tin Pan Alley had two hits by the American duo Paul and Paula "Hey Paula" and "Young Lovers." Individual chart successes were scored by Lafleur Music "Wayward Wind"; Leeds Music "Roses Are Red" and Kassner "Bobby's Girl." However, when all is said and done the title of "Publisher Of The Year" undoubtedly goes to Dick James who, last October celebrated his first anniversary as a publisher in his own right, expanded his offices and stepped up his artistes and agency activities. For Dick James and his associate companies, Northern Songs and Jaep Music 1963 has been a year of stupendous achievement. The first link in the fantastic chain of hits that brought him four No: 1 chart toppers in as many months came in February this year when Liverpudlian group The Beatles shot to the top with "Please Please Me." Next came Gerry And The Pacemakers with "How Do You Do It." Then came the Beatles follow-up "From Me to You" who gave way to yet another group Billy J. Kramer And The Dakotas "Do You Want To Know A Secret" and Gerry And The Pacemakers "I Like It." For the week of May 25th Dick James was in the unique and enviable position of having four copyrights in the Top Twenty at one time—and all British.

On this happy and encouraging note we end the Review Of The Year 1962/1963.

So. AFRICA —

To gain anywhere near a complete picture of the Record Industry in South Africa, it is necessary to be aware of the problems peculiar to the territory.

16,500,000 people live in the Republic of South Africa, which covers 472,358 square miles, that is, five times the size of the United Kingdom (population 53,000,000). Of the 16,500,000 population 3,266,000 are whites, and, in the main, the group to which the record industry looks for its support.

The 12,234,000 non-whites are specially catered for in their own language. An African record catalog, for example, would include Jive Bands, Saxophone Jive Flute, Zulu Vocal, Shangaan Vocal, Xhosa Vocal, Rock and Roll, Sotho Vocal, Pedi Vocal, Nyanja Vocal, Shana Vocal and so on. These are just some of the language categories and they are broken down almost endlessly in this way—Zulu Guitar, Zulu Violin, Zulu Concertina, Sotha Concertina, etc. Each tribal group has a particular style on an instrument which is essentially its own. You can't sell a record of a Zulu Concertina number to a Shangaan or a Sotho. Big catalogs are, therefore, carried by the companies, all of which have an African record division.

As regards the Indian and Malay people they, too, have their own music which is available from most companies but in limited supply.

As can be seen from the accompanying schedule of South African record companies and the labels they own and represent, material is acquired from all parts of the world. However, it is the American product that dominates the market, with the British product coming in second.

Having given an idea of the mass of product, the diversity of the people to be reached, let's now examine the promotion outlets. There is Laurenco Marques Radio with its Studios in Lourenco Marques, Mocambique, and the commercial managers of the station, Davenport and Meyer (Pty.) Limited, with their head office in Johannesburg. This station beams to all points in South Africa and the Rhodesias. Primarily it is a record station.

Springbok Radio, the commercial service of the South African Broadcasting Corporation, beams to all points in South Africa and the Rhodesias. Its programming is heavy with plays, serials, etc., but it is a very important medium for records. Its listener ratings are on average, higher than any other station. The SABC also runs a non commercial service for English speaking listeners and another for Afrikaans speaking listeners. These programs do not enjoy the mass listenership of the commercial programs. The 'Bantu' program, as the service is called for the African population, is expanding by leaps and bounds and is broadcast on a very costly system of FM transmitters.

Radio exposure is, therefore, confined by and large to the two commercial stations. There is no television in South Africa. The press is used, public appearances, screen slides and any other means of promotion.

(continued on page 60)

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SWITZERLAND — The Past 12 Months

Switzerland . . . means Music. Every kind of music is demanded in our small country: folklore, top hits, jazz, light and classical music and also one dance relieves one other; yesterday there were twist, madison, today it is Bossa-Nova and tamouré and tomorrow it will be the slop. Just in that moment we have a very great trend in Hill-Billy-music which is proved with the new top hits "7000 Rinder" by Peter Hinnen (Ariola) and the first prize of the German Song Festival "Ich will 'nen Cowboy als Mann" by the Danish Singer Gitte (Columbia) and many others.

As always we have a very, very great demand for Italian disks—at the moment, about a hilf a million Italian workers are employed in our country. The greatest successes are recorded by Rita Pavone (RCA) and Adriano Celentano (Clan).

Musikvertrieb AG in Zürich obtained the representation of the Ariola record label for Switzerland so that another great label is controlled by this active Swiss label. These companies' biggest sellers in 1962-1963 have been "Schuld war nur der Bossa-Nova" by Manuela (Decca)—in addition to that it must be mentioned that this title was the first record of her and it claimed for a long time the first position in the German—and Swiss hitparades—further they noted great sales with "Gaucho Mexicano" by Renate and Werner Leismann (Ariola), the second prize of the German Song-Festival "Ob in Bombay, ob in Rio" by our Swiss singer Anita Traversi (Ariola), "La partita di pallone" and "Il bella del mattone" by Rita Pavone (RCA), "Nachtexpress nach St. Tropez" by Teddy Parker (Telefunken), "Meine Braut, die kann das besser" by Gerd Böttcher (Decca) and finally "Im kleinen Dorf am Rio Grande" by Renate and Werner Leismann, which promise to be a very big hit this summer. Elvis Presley made a great come-back with "Kiss Me Quick" and "Girls, Girls, Girls," on RCA.

In the French part of Switzerland, Musikvertrieb AG had good sales with the Swiss singer Larry Greco with "Mary-Lisa" which is played in all French Broadcast Stations, and also "Les Aiglons"—a rock and roll group on Barclay—notes good successes.

In the category of background music great quantities of records by Mantovani (Decca) are demanded and also Frank Chacksfield (Decca) notes good sales. The disc, "At the Carnegie Hall" by Judy Garland seems to have great success too.

The only pressing plant in Switzerland, Turicaphon AG, has raised sales about 10%. It acquired the repertoire of the Ricordi disks for Switzerland. On its own label, Elite-Special, it has great successes with "Cowboy-Jimmy" published in its affiliated Annabella-Publishing Company in Uster and "Drei weisse Birken" is still one of its bestsellers. Elite-Special, which is also represented in Germany and in Austria started the first Slop-records in these countries. At the affiliated Music Publishing Company "Musikus" in Uster, it controlled bestsellers like "Für Gaby tu ich alles," "Bossa-Nova Casanova," "Barcarole in der Nacht," "Er macht mich krank, der Mondschein an der Donau," "Paradiso," "Wenn du gehst" and many others.

Jecklin & Co. looks back to a very, very big hit last year: "Zwei kleine Italiener" by Conny Froboess (Columbia); this last year's first prize of the German Song Festival achieved a one million sale in the German speaking countries. Jecklin had not only the last year's first prize in his catalogue, also number one of 1963 "Ich will 'nen Cowboy als Mann" by Gitte is recorded on Columbia which is actually a very great hit. Other best sellers have been "La mezza luna" by Adriano Celentano (Clan), "Caldo, Caldo" by Celentano, "J'entends siffler le train" a french number by Richard Anthony" and "Bacci" by Renzo Germani. Bill Ramsey, ex-GI married a Swiss Girl and now lives in Zurich. He became acclimated very quickly; Columbia recorded a Swiss folklore "'s Ramseyers wey go grase," which he sings in our Swiss-German dialect. Another great hit with Russ Conway has been "Lesson one". Just in the last minute Jecklin announces that he acquired following representations: Carisch, Gloria, Imperial, Odeon, Parlophone and Pathé. Titan AG ceded his full deposit to Jecklin with exception of Mercury which has been acquired from Philips AG.

Ester Ofarim (Philips), an Israelite girl—started the Swiss great success on the occasion of the Eurovision-Festival in London, with Switzerland honored with the second prize. This title is a very great hit in the Philips-repertoire. Another notable sale of Philips is the UNO-disk which achieved in our country sales of 55,000 copies. Other hits of Philips have been "Piccolina" with Leo Leandros, "Ich tanze mt dir in den Morgen" by Gerhard Wendland (Philips) and "Ich schau den weissen Wolken nach" by Nana Mouskouri. In the musical field Philips had two top sellers with "West Side Story" and "My Fair Lady."

They noted this year enjoyed success with the French singers Claude François, "Si tu veux etre heureux" (Fontana) and with Sheila (18), who started with "L'Ecole est fini" and "Pendant les vacances." Johnny Halliday is still the most popular singer in France and in the French part of Switzerland.

Siemens (Deutsche Grammophon) looks back to a great list of bestsellers so as "Barcarole in der Nacht" by Connie Francis (MGM), "Wenn erst der Abend kommt" by Peter Alexander (Polydor), "Junge, komm bald wieder" by Freddy (Polydor), Wini-Wini by the Tahiti-Tamourés (Polydor), "Wir könnten Freunde sein" by Sacha Distel (Polydor), the French singer with an accent. Max Greger back on Polydor started again with a great sale "Yakety-Sax." As all other companies Siemens represents a great Italian repertoire with Mina (Italdisc) "Stessa spiaggia, stessa ma", Domenico Modugno (Fonit) "Lettera di un soldato" and "Malascemcena" with Connie Francis on MGM. In the American field of Siemens we find successes on Brunswick with Rick Nelson "Gipsy Woman" and "You Don't Love Me Anymore," on Verve with Ella Fitzgerald "I Can't Give You Anything but Love" and "Mack the Knife" with Stan Getz "Desafinado" and finally back to Brunswick with Bill Anderson and his title "Still."

The Vogue SA, Finsterwald and Cantacuzene and Editions de Belmont SA controlled the biggest hit of Switzerland, "Monsieur," in the past season with Petula Clark (Vogue). Petula Clark recorded other notable hits just as "Kapitän," "Casanova baciami," "Chariot" and many others. Françoise Hardy (Vogue) delights all our young people with her songs, and one of her recent records "Les garçons et less filles," had a great sale like all her other ones. Editions de Belmont SA is the sub-publisher of all Françoise Hardy-titles.

HMV and Electrola, controlled by Hug & Co. in Bale, were tops with Toni Renis (Voce del padrone) "Quando, Quando," Ray Charles' (HMV) "I Can't Stop Loving You" and "Speedy Gonzales."

Editions Sidem SA, headed by Heinz Liechti controls the group of "The Big 3" (Robbins, Feist, Miller) and also the rights of Dr. Hans Gerig in Cologne. He noted many successes like "Wenn ich ein Cowboy wär" by Martin Lauer (Polydor), "Ohne Krimi geht die Mimi nie ins Bett" by Bill Ramsey (Polydor), "Adios Amigos" by Sacha Distel (Polydor), "Roses are red," "Verliebt, verlobt, verheiratet" with Conny Froboess and Peter Alexander (Polydor) and many others. Mondiamusic in Geneva is owner of the Copyright of "T'en va pas" by Ester Ofarim.

(continued on page 25)

RECORD MANUFACTURERS IN SWITZERLAND

APCO A.G.
Lavaterstrasse 5, Zurich 2
Distributors of: Everest

APCO A.G.
19, Grand'rue, Fribourg
Distributors of: America, BAM, Discophiles, Lumen, Match-Records, Pacific, Pastorale et Musique, Petits Menestrels, Pleiade, Supraphon, Unidisc, Valois, Vega, Versailles

ELECTROMUSIC A.G.
Nauenstrasse 71, Basle
Labels: Alpha, Tell-Record
Distributors of: Artone, Cetra, Juke Box, 777, Osca, SAEF, Tempo

EX LIBRIS VERLAG A.G.
Kanzleistrasse 126, Zurich 4
Labels: Ex Libris, Pan
Distributors of: BBC London (English by Radio) Blue Note, Cotta Musikseminar, Harmonia, Musical Masterpiece Society

FINSTERWALD & CANTACUZENE
Avenue Des Alpes 70, Montreux
Distributors of: Arlequin, Belter, Chancellor, Debut, Erato, Fioro Musicali, Gazell, Jarden des Arts, Jazz Collection, Jazz Cool, Roulette, Sonet, Storyville, Studio SM, Tico, Typic.

FON-GESELLSCHAFT mbH
Seidenhofstrasse 14, Lucerne
Distributors of: Ecclesia, Harmonia, Mundi, Politeia

HERDER A.G.
Malzgasse 18, Basle
Distributor of: Christophorus

HUG & CO.
Lindenhofstrasse 16, Basle
Distributors of: Bartok Records, Electrola, His Master's Voice, Jupiter Records, Liberty.

HUG & CO.
Fusslistrasse 4, Zurich 1
Distributors of: Linguaphone

JECKLIN & CO.
Ramistrasse 42, Zurich 1, Carisch
Distributors of: Atlantic, Atco, Columbia, Contemporary, Folkways, Good Time Jazz, Jolly, Metronome, New Jazz, Music, Prestige, Stella, Vox, Gloria, Imperial, Odeon, Parlophone, Pathe

JOHN LAY
Bundesstrasse 13, Lucerne
Distributors of: Classique, Manhattan, Top Rank, 20th Fox-Athena, Palette

LA LIBRAIRIE NOUVELLE
3, Rue Levrier, Geneva
Distributor of: Chant du Monde

MERCURY RECORD CORPORATION
International Division
5, Quai du Mont-Blanc, Geneva

MUSIKVERTRIEB A.G.
Badenerstrasse 555, Zurich 9/48 Ariola
Distributors of: Ace of Clubs, Argo, Atlas, Barclay, Camden, Capitol, Carina, CID, Decca, Ducretet-Thomson, Elite-Special, Felsted, Festival, Funckler, Galleria del Corso, Hedarzi, Hispa Vox, Kapp, L'Oiseau-Lyre, London, Paris, RCA, Seeco, Telefunken, Triola, Warner Bros. Eurodisc

PELIKAN MUSIKVERLAG
Bellerivestrasse 22, Zurich 34
Distributor of: Cantate

PHILIPS A.G.
Edenstrasse 20, Zurich 27
Distributors of: Caedmon, Fontana, Melodican, Mercury, Pergola, Philips

PHONAG A.G.
Stadhausgasse 69, Winterthur
Distributors of: Amadeo, Bach-Guild, Preiserecords, Vanguard

RCA INTERNATIONAL LTD.
14, Rue de Mont-Blanc, Geneva

SIEMENS E.A.G.
Lowenstrasse 35, Zurich
Distributors of: Adano, Archiv-Produktion, Brunskick, Command, Coral, Deutsche Grammophon Gesellschaft, Duniaphon, Fonot, Heliodor, MGM, Polydor, United Artists, Verve

TURICAPHON A.G.
Riedikon-Uster
Label: Elite-Special
Distributor: Asmahan, Baidophon, Ricordi

VOGUE S.A.
70, Avenue des Alpes, Montreux
Distributors of: Adventure, Circus, Contrepoint, Durium, Gene Norman, Jazz Selection, Dixieland Jubilee, Mode, Nixa, Orfeon, Piccadilly, POP, Pye, Reprise, Royal, Somerset, Swing, Titanus, Vogue

LIST OF MUSIC PUBLISHERS IN SWITZERLAND

EDITIONS DE BELMONT S.A.
Avenue Des Alpes 70, Montreux

EDITION CODA
Brunnwiesenstrasse 26, Zurich 10/49

EDIFO S.A.
Badenerstrasse 334, Zurich 4

EDITION HELBLING
Hauptpostfach 617, Zurich

EDITION MELODIE
Brunnwiesenstr. 26, Zürich 10/49

MUSIKUS MUSIKVERLAGS G.m.b.H.
Weidstrasse 11, Uster

EDITIONS SIDEM S.A.
8, Rue de Hesse, Geneva

SOUTHERN MUSIC A.G.
Hauptpostfach 617, Zurich

TOP POP SONGS IN SWITZERLAND

TITLE	PUBLISHER
Adios Amigos	Sidem
Casanova Baciami	Editions de Belmont
Eine Rose aus Santa Monica	Coda
Er Macht Mich Krank, der Mondschein an der Donau	Musikus
Fur Gaby Tu Ich Alles	Musikus
Gaucho Mexicano	Edifo
Ich Will 'Nen Cowboy Als Mann	Coda
Im Kleinen Dorf am Rio Grande	Coda
Les Garcons et les Filles	Editions de Belmont
Monsieur	Coda
Pepino, the Italian Mouse	Coda
Quando, Quando	Musikus
Schuld War Nur der Bossa Nova	Musikus
Siebentausend Rinder	Top Music
Speedy Gonzales	Helbling
Telstar	Coda
T'En Va Pas	Mondiamusic
Wenn du Gehst	Musikus
Wenn Ich Ein Cowboy War	Sidem
Wini-Wini, Wana-Wana	Coda
Zwei Kleine Italiener	Coda

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EXPLANATIONS

All cauntries are listed in alphabetic arder.

All labels listed appears in alphabetic arder.

As main addresses appears P. O. Box (English), Apartada (Spanish), Baite Postale (French), Postfach (German), etc., while street addresses—if knawn—appears within ( ).

Labels (damestic) refer ta names of labels an which are made and released local domestic recardings. If any af the majar labels appears under "damestic," it is understaad that the company alsa is releasing whatever foreign recardings there might be available at the same label. The name af the label is nat repeated under "Labels (athers)."

Labels (athers) refer to names af imparted/fareign labels imparted by the campanies under which they are listed.

Remark: In same cauntries, mainly Central and Sauth American and Asian cauntries, certain leading retailers have their awn impart fram majar Eurapean and American manufacturers, which explain why in certain cases certain labels might be listed under mare than ane campany in each cauntry.

All infarmations appearing in this Directory originates fram the campanies themselves, wha have listed the infarmatians published an the questionnaires they have received.

If and when a certain company is nat listed in this Directory, it might depend upan the fact that the campany itself has failed in returning the questionnaire which has been sent ta them. If and when sa is the case, Cash Box hopes ta see these companies listed in next year's Directary.

ADEN

RECORD MFRS

TAHA-PHONE RECORDS—P.O. Box 229—ADEN CAMP.
(Section "D" Main Bazaar—Crater)
Phone: 3764
Cable: TAHACO ADEN
Pres.: Mr. Syed Taha Mohamed Hamood
Labels (domestic): Tahaphone

ARGENTINA
(See Argentina Section)

AUSTRIA

MUSIC PUBLISHERS

DACAPO MUSIK- UND BÜHNENVERLAG—Mahlerstrasse 11—VIENNA I
Phone: 52 11 45, 52 92 72
Pres.: Miss Eva Hein

EBERLE-VERLAG—Seilergasse 12—VIENNA I
Phone: 52 27 51
Cable: WELTMUSIK VIENNA
Pres.: Mr. Joseph Hochmuth

FRIEDRICH HOFMEISTER-FIGARO VERLAG GES. m.b.H.—Seilergasse 12—VIENNA I
Phone: 52 49 77
Cable: MUSIKFIGARO VIENNA
Directors: Mr. Stefan G. Harpner & Dr. Johann Juranek

HERMANN SCHNEIDER BÜHNEN—u. MUSIKALIEN-VERLAGS KG—Glucksgasse 1—VIENNA I
Phone: 52 63 46
Cable: SCHNEIDERMUSIK VIENNA
Pres.: Mr. Hermann Schneider

JOSEF HOCHMUTH VERLAGSGESCHAFT—Seilergasse 12—VIENNA I
Phone: 52 27 51
Cable: WELTMUSIK VIENNA
Pres.: Mr. Josef Hochmuth

METROTON-VERLAG—Sielergasse 12—VIENNA I
Phone: 52 27 51
Cable: WELTMUSIK VIENNA
Pres.: Mr. Josef Hochmuth

SOUTHERN MUSIC G.m.b.H.—Seilergasse 12—VIENNA I
Phone: 52 27 51
Cable: SOUTHMUSIC VIENNA
Pres.: Mr. Josef Hochmuth

WELTMUSIK EDITION INTERNATIONAL—Seilergasse 12—VIENNA I
Phone: 52 27 51
Cable: WELTMUSIK VIENNA
Pres.: Mr. Josef Hochmuth

WIENER BOHEME VERLAG—Seilergasse 12—VIENNA I
Phone: 52 27 51
Cable: WELTMUSIK VIENNA
Pres.: Mr. Joseph Hochmuth

RECORD MFRS

AMADEO OSTERREICHISCHE SCHALLPLATTEN A.G. —Untere Donaustrasse 17—VIENNA II
Phone: 24 35 98
Cable: AMADEODISC VIENNA
Pres.: Dr. Heinrich Haerdtl
Labels (domestic): Amadeo
Labels: (others): Bärenreiter, CBS, Musicaphon, Palette, Primary, Pye-Nixa, Roulette, Variety.

ARIOLA SCHALLPLATTEN G.m.b.H.—Rosenturmstrasse 5-9—VIENNA I
Phone: 63 55 97, 63 55 98
Telex: 3271
Pres.: Mr. Egmont Lüftner
Labels (others): Ariola, Athena, Atlantic, Baccarola, Cameo, Eurodisc, Kapp, Metronome, Parkway, Prestige, Reprise.

AUSTROPHON SCHALLPLATTEN-STUDIO G.m.b.H.—Lothringer Strasse 20—VIENNA III
Phone: 57 54 23
Cable: AUSTROPHON VIENNA
Pres.: Mr. Johann Garderer
Labels (domestic): Austrophon
(continued on page 27)

SWITZERLAND — The Past 12 Months

(Continued from page 24)

Edition Melodie, Anton Peterer in Zurich is the publisher of the newest titles of Pierre Cavalli. Pierre Cavalli, the best European jazz-guitarist, is also known in the United States through his tours and numerous recordings. The Edition Melodie is publishing many Swiss folklore music. In this category Jost Ribary was about 30 years in front with his records and now his son—also named Jost Ribary—takes this place. His recent record "Alpenflug" an EP on Polydor notes good sale.

"Mr. Music Man of Switzerland," Cedric Dumont and his assistants Jane and Anton Peterer reported a very successful year with the Edition Coda. A new long term contract renewal has been signed between Publications Francis-Day SA in Paris and the Edition Coda in Zurich. In view of the growing importance of and demand for background and film music in Switzerland, Edition Coda is establishing an own tape and records library, the CODA-ARCHIVES. For this it already has acquired several foreign catalogs.

As in preceding years, Edition Coda has a great list of notable successes: "Monsieur," "Zwei kleine Italiener," "Eine Rose aus Santa Monica," "Telstar," "Ich will 'nen Cowboy als Mann," "Im kleinen Dorf am Rio Grande," "Wini-Wini," "Pepino, the Italian Mouse," "Mr. Casanova," "Ob in Bombay, ob in Rio," "Mitsou" and many others.

Many Coda-originals have been recorded by several stars and bandleaders so by Bert Kämpfert, Frank Chacksfield, Frank Valdor and by Cedric Dumont himself. As always, Cedric Dumont arranged many records for the Ex Libris diskery.

LEADING
SWISS
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PUBLISHERS:
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MONDIAMUSIC S.à.r.l.
8, Rue de Hesse
GENEVA

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GUS FARNEY
THE FOUR SAINTS
LYNN GOLD
THE GOSPEL ECHOES
THE MARKETTS
RAOUL MEYNARD
BOB NEWHART
THE OAKRIDGE BOYS
EMILIO PERICOLI
PETER, PAUL AND MARY
THE PHOENIX SINGERS
FREDDY POWERS
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BONNIE PRUDDEN
THE ROUTERS
SAVERIO SARIDIS
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"ROME ADVENTURE"

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World Wide Music Directory

(cont'd from page 25)

AUSTRIA (cont'd)

CENTROCORD SCHALLPLATTENVERTRIEBSGES m.b.H.—Johannesgasse 4—VIENNA I
Phone: 52 99 SS
Pres.: Mr. Helmut Bischof
Labels (others): Contrepoint, Debut, Durlum, Elite Special, Le Jazz Cool, Mode International, Osca, Pop, Ricordi, Sonet, Storyville, Triola, Vogue.

MUSICA SCHALLPLATTEN VERTRIEB G.m.b.H.—Neustiftgasse 3—VIENNA VII
Phone: 44 76 86
Cable: MUSICA VIENNA
Gen. Mgr.: Mr. Rudolf Friedmann
Publicity: Mr. Franz Hochner
Labels (others): Argo, Barclay, Bel Air, Carina, Decca, Festival, Funckler, Linda, London, L'Oiseau-Lye, RCA Victor, Seeco, Telefunken, Véga, Warner Bros.

OESTERREICHISCHE COLUMBIA GRAPHOPHON G.m.b.H.—Fürichgasse 2—VIENNA I
Phone: 52 88 09
Cable: COLPHO VIENNA
Pres.: Mr. J.-Cl. Reymond
Labels (domestic): Columbia, Electrola, Odeon
Labels (others): Angel, Capitol, Chant du Monde, Concert Classics, Encore, Gloria, His Master's Voice, Liberty, Monitor, Parlophone, Pathé, Stateside.

POLYPHON SCHALLPLATTEN G.m.b.H.—Potsfach 265—VIENNA 56
(Mariahilferstrasse 127—Vienna VI)
Phone: 57 11 75
Cable: POLYPHON VIENNA
Pres.: Mr. Gerhard Gebhardt
Labels (domestic): Fontana, Philips, Polydor
Labels (others): ABC-Paramount, Archiv-Produktion, Brunswick, Cantate, Command, Coral, Deutsche Grammophon, Heliodor, Langenscheidt, Literarische Archiv, Mercury, MGM, Riverside, United Artists, Verve.

AUSTRALIA
(See Australia Section)

BAHAMAS

RECORD MFRS

BAHAMA RECORDS, LTD.—P.O. Box 942—NASSAU
(c/o Carib Shop—George Street—Nassau)
Phone: 2201
Pres.: Mr. T. R. Pyfrom
Labels (domestic): Bahama

BAHAMIAN RHYTHMS, LTD.—P.O. Box 942—NASSAU
(c/o Carib Shop—George Street—Nassau)
Phone: 2201
Pres.: Mr. T. R. Pyfrom
Labels (domestic): Bahamian Rhythms

CARIBBEAN FOLK MUSIC, LTD.—P.O. Box 174—NASSAU
Phone: 94370, 94371
Cable: TROPICAL NASSAU
Pres.: Mr. Tom Y. Jacobs
Labels (domestic): Carib

BAHREIN

RECORD MFRS

JASHANMAL & SONS—P.O. Box 16—MANAMA
(Government Road—Manama)
Phone: 3557
Cable: JASHANMAL BAHREIN
Proprietor: Mr. A. Jashanmal
Record import from England, USA, France and India. Sole agents for His Master's Voice.

BELGIUM
(See Belgium Section)

BERMUDA

RECORD MFRS

MASTERS LTD.—Front Street—HAMILTON
Phone: 2-3000
Cable: MASTAND HAMILTON
Pres.: Mr. W. H. Freisenbruch
Labels (domestic): Mastertone

BOLIVIA

RECORD MFRS

PHILIPS SUDAMERICANA S.A.—Cajón Postal 2964—LA PAZ
(Avenida Santa Cruz 1365—5° piso.—La Paz)
Phone: 5664, 8029, 5270
Cable: PHILIPS LAPAZ
Mgr.: Mr. W. Carp
Labels (others): ABC-Paramount, Columbia (Argentina), Decca, Deutsche Grammophon, Fontana, Mercury, Philips, Polydor, Roulette, Sinter (Brazil), Westminster.

BRAZIL
(See Brazil Section)

BULGARIA

EXPORT & IMPORT

RAZNOIZNOS—Boite Postale 615—SOFIA
(1, rue Tzar Assen—Sofia)
Phone: B-02-11/1B
Cable: RAZNOIZNOS SOFIA
Man. Dir.: Mr. D. Gorostanov
Only organization to be contacted in questions of export or import of ready-made cultural goods (records and sheet music editions).

MUSIC PUBLISHER

NAOUKA I ISKOUSTVO—Boulevard Rouski 6—SOFIA
Phone: 7-57-01
Pres.: Mr. Tsonjou Botev

RECORD MFRS

BALKANTON—2 rue Hajdoushka Poljana—SOFIA
Phone: 5-24-45, 5-22-34, 5-31-96
Cable: BALKANTON SOFIA
Pres.: Mr. Encho Dimitrov
Labels (domestic): Balkanton
Labels (others): Orphei

BURMA

RECORD MFRS

NEONLITE MANUFACTURING & TRADING CO., LTD.—P.O. Box 1023—RANGOON
(59, 38th Street—Rangoon)
Phone: 14340, 15770
Cable: NEONSIGNS RANGOON
Pres.: Mr. Harbans Singh
Labels (domestic): Aung Tha Bye, Bay Lu Wa, HRC, Tet Toe, Toe Na Ya.

THAN INDUSTRIES—P.O. Box 971—RANGOON
(17/19) Shwedagon Pagoda Road—Rangoon)
Phone: 15787, 30490
Cable: THANCORP RANGOON
Pres.: U Aung Than
Labels (domestic): Mount Everest, Toe Naing

CANADA
(See Canada Section)

CEYLON

RECORD MFRS

CARGILLS (CEYLON) LTD.—P.O. Box 23—COLOMBO 1
(York Street—Colombo 1)
Phone: 79331
Cable: CARGILLS COLOMBO
Pres.: Mr. J. L. M. Fernando
Labels (others): Angel, Audio Fidelity, Capitol, Columbia, His Master's Voice, Mercury, MGM, Parlophone, Pathé.

MILLERS LTD.—P.O. Box 100—COLOMBO 1
(York Street—Colombo 1)
Phone: 79251
Cable: MILLERS COLOMBO
Pres.: Mr. Cyril Gardiner
Labels (domestic): Columbia (Sinhalese)
Labels (others): EmArcy, Fontana, Nixa, Philips, Pye, RCA-Italiana, Vanguard.

CHINA

EXPORT & IMPORT

GUOZI SHUDIAN—P.O. Box 399—PEKING
Cable; GUOZI PEKING
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COLUMBIA

RECORD MFRS

COMPAÑIA COLOMBIANA DE DISCOS LTDA.—Apartado Aereo No 14-28—MEDELLIN
(Calle 2a No 59-65 Carretera al Club el Rodeo—Medellin)
Phone: 61600
Cable: CODISCOS MEDELLIN
Pres.: Mr. Alfredo Diez Montoya
Labels (domestic): Zeida
Labels (others): Angel, Capitol, Musart, Odeon

DISCOS CARRIZAL—Calle 38 No. 41-36—BARRANQUILLA
Phone: 23062
Cable: ARPA BARRANQUILLA
Pres.: Mr. Antonio Esper
Labels (domestic): Carrizal

EMILIO FORTOU P. INDUSTRIAS FONOGRAFICAS—Apartado Aereo 793—BARRANQUILLA
(Calle 68-B No. 6B-73—Barranquilla)
Phone: 16509, 15645
Cable: RADIAG BARRANQUILLA
Pres.: Mr. Emilio Fortou P.
Labels (domestic): Tropical
Labels (others): Ansonia, CBS, Columbia, Discomoda, Hispavox, Kubaney.

FABRICA DE DISCOS FUENTES LTDA.—Apartado Aereo 1960—MEDELLIN
(Carrera 51 No. 13-223—Medellin)
Phone: 61727, 61828, 61586
Cable: DISFUENTES MEDELLIN
Pres.: Mr. Antonio J. Fuentes Lopez
Labels (domestic): Fuentes
Labels (others): Music-Hall, Onix, Panart, Peerless, Rondador, United Artists.

IMPORTACIONES DARO LTDA.—Apartado Aereo 4578—BOGOTA
Phone: 433666, 434482
Cable: IMPODARO BOGOTA
Pres.: Mr. Simon Daro Dawidowicz
Labels (domestic): Daro Internacional
Labels (others): London Records, Inc.

INDUSTRIA ELECTRO SONORA LTDA.—Apartado Aereo 640—MEDELLIN
(Calle 29 No. 43A-5—Medellin)
Phone: 53160
Cable: SONOLUX MEDELLIN
Pres.: Mr. Antonio Botero Pelaez
Labels (domestic): Lyra, Sonolux
Labels (others): Liberty, Marvela, Musidisc, Orion, RCA Victor, Seeco, Sonoradio.

INDUSTRIAS FONOTON LTDA.—Apartado Aereo 12330—BOGOTA 1
(Avenida Caracas No. 16-21—Bogota 1—D.E.)
Phone: 418613, 381020
Cable: FONOTON BOGOTA
Pres.: Mr. Hans Reinbold S.
Labels (domestic): Fonoton
Labels (others): Archiv-Produktion, Deutsche Grammophon, Mercury, Monitor, Philips, Polydor, Vanguard.

MANUFACTURAS AJOVER—Apartado Aereo 4911—BOGOTA
(Calle 19 No. 14-40—Bogota)
Phone: 429785
Cabe: AJOVER BOGOTA
Pres.: Mr. Alberto J. Verswyvel
Labels (domestic): Ajover
Labes (others): Command, Decca, Dot, Gran Award, Kapp, Montilla, Telefunken, Vox.

ONDINA FONOGRAFICA COLOMBIANA LTDA.—Apartado Aereo 915—MEDELLIN
(Calle 67-A No. 51-D-33—Medellin)
Phone: 741000, 743333
Cable: ONDINA MEDELLIN
Pres.: Mr. Rafael Acosta Salinas
Labels (domestic): Azteca, Colombia, Donald's, Ondina, R.C.U.
Labels (others): Imperial, Musart.

(continued on page —)

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TWENTIETH CENTURY-FOX

INTERNATIONAL AFFILIATES

AFRICA—Gallo Africa, Ltd., Johannesburg, South Africa
ARGENTINA—Industries Electricas Y Musicales Odeon, B.A., Argentina
AUSTRALIA—Festival Records, Sydney, Australia
BELGIUM—S.A. Gramophone N.V., Brussels, Belgium
BRAZIL—Industries Electricas E Musicais Fabric A Odeon Sa, Rio, Brazil
CANADA—Quality Records, Scarborough, Ontario, Canada
CHILE—Industrias Electricas Y Musicales Odeon S.A., Santiago, Chile
COLOMBIA—Compania Colombiana De Discos Ltd., Medellin, Colombia
DENMARK—Skandinavisk Grammophon Aktieselskab, Copenhagen-Valby, Denmark
ENGLAND—E.M.I. Records Ltd., London, England
FINLAND—OY. R.E. Westerlund AB, Helsingfors, Finland
FRANCE—Bel-Air Records, Paris, France

AROUND THE WORLD . . .

GERMANY—Electrola Gesellschaft m.b.h., Cologne, Germany
HOLLAND—N.V. Verkoop-Maatschappij "Bovema" Gramophone, Heemstede, Holland
ITALY—C.G.D. Record Company, Milan, Italy
MEXICO—Pan Americana De Discos, S.A., Tacuba 17, D.F., Mexico
NORWAY—Iversen & Frogh A/S, Oslo, Norway
PERU—Industrias Electricas Y Musicales Peruanas S.A., Lima, Peru
PHILIPPINES—Mareco, Inc., Quezon City, Philippines
SPAIN—Compania Del Gramofono-Odeon S.A.E., Barcelona, Spain
SWEDEN—Skandinaviska Grammophon AB, Stockholm, Sweden
SWITZERLAND—Through Bel-Air Records of France
URUGUAY—Palacio de la Musica, Montevideo, Uruguay
VENEZUELA—El Palacio de la Musica, S.A., Caracus, Venezuela
WEST INDIES—Cook-Caribbean Ltd., Port of Spain, Trinidad

BELGIUM — The Past Twelve Months

According to information made available by the Belgian Syndicate Chamber of Record firms, the sales of singles and EP's on the Belgian market has during the past twelve months increased by 10% while also some 15% more LP's were sold. The progress noted for the LP's is restricted however to the recording of light music, since the sales of classical music have slightly declined.

The Belgian disk market seems to be suffering from strangulation with the volume of sales almost half the volume of imported records.

The great demand for American hit songs has stabilized itself, despite the fact that during the past few months a new trend has appeared in the taste of buyers, especially among the Flemish record fans who seem to show a marked preference for Flemish hit tunes. As an example, one can cite the case of "Eenzaam Zonder Jou" (Lonely Without You) by Will Tura, which has broken all previous sales records. There still is a great demand for French light music and top favorites are for the moment Petula Clark, Françoise Hardy, Sylvie Vartan, Gilbert Bécaud, Les Chausettes Noires (a twist-ensemble), Aznavour, Johnny Halliday, Richard Anthony and a few others. Opposed to this trend is an apparent decrease in the imports of German records. Among the British labels the Columbia label is tops (distributed in Belgium by SA Gramophone) with names such as Cliff Richard, Helen Shapiro, Acker Bilk and others.

As mentioned before the production of Flemish records seems headed for better days. It is however doubtful whether we will witness a period similar to the one which existed a few years ago when the Flemish songs by Jean Walter outsold every single foreign record. It started with "Eenzaam Zonder Jou" and it went on with the success of such tunes as "Geef Mij Nog Een Kans" (Give Me Another Chance) (by Marva on Vogue), "Waar En Wanneer" (Where And When) (Bob Benny on Polydor) and others.

Despite this trend, Elvis Presley remains on top with e.g. "Return To Sender," "Girls, Girls" and others. Other American groups have their following over here, such as for instance The Contours ("Do You Love Me"), The Cascades ("Rhythm Of The Rain"), Peter, Paul and Mary ("If I Had A Hammer," "Puff"), and others. There still is a demand for names as Bobby Vee, Bobby Rydell Connie Francis, Brenda Lee, Paul Anka, Nat "King" Cole and this year too for Andy Williams. Rydell's "Loop The Loop" has done much better than the original version by Johnny Thunder.

As far as the distribution of the labels is concerned it should be pointed out that a few American labels are being distributed by the rather small outfit Show Records, which hasn't got its headoffice in one of the principal Belgian towns. It represents the Cameo, Parkway, Colpix labels, and the Swedish Sonet line. Its biggest hit so far has been Chubby Checker's "Timbo Rock."

Among the French speaking performers in Belgium there is now, of course, the very strong Pathé star Adamo. As a young man, from Jemappes he won the Charles Aznavour prize in France three years ago, but then faded away. A few months ago, he emerged to the surface with "Sans-toi Mamie" (Without You Mamie), which has set new records for sales in the entire country. He has followed on this success with "Amour Perdu" (Lost Love), and who knows what could come next?

There is of course the establishment of the CBS label in Belgium, which such best sellers as Andy Williams, Dion, The Brothers Four, Tony Bennett, Johnny Mathis, and now also has Frankie Laine among its stars.

Main news from SA Fonior is the fact that it had the top-hit "Speedy Gonzales" on its label, as well as "Telstar." There were of course several other best sellers but both these songs undoubtedly topped the lists during the past twelve months as far as Belgium is concerned. On the Barclay label, also distributed by Fonior, the artists most in demand remain Aznavour and Brel. Mentioned too should be the sales of the cheaper Stella records, now available for 39 F (78¢) as compared to the normal price for a single of 66 F ($1.32).

From Socodisc the most striking feature is the tremendous success of the Will Tura, hit "Eenzaam Zonder Jou" (Lonely Without You) on Palette. The same firm of course is putting the records of The Cousins. Noteworthy too are the first sales of the LP Sinatra-Basie on Reprise.

Looking over the list of the best sellers a name which appears often is Philips. This success is due mainly to Robert Cogoi, a young French singing Belgian, with his "Sin Un Jour" (If One Day) and other popular hits topping the list in Belgium.

One label which has now disappeared is Marshall, which originated from a collaboration between Robert Bylois, manager of the Benelux Theater and the well known composer Louis Marischal. The latter is now working for Vogue, which has asked him to set up a Belgian department of the Editions Vogue International.

Sobedi, a firm producing mainly popular records, which can attribute its success to "De Witte Muis" (The White Mouse), interpreted by Eddy Roos a Flemish artist. Similar songs have quite a following among the Flemish population. A very good single on the market is the one by Jean-Marc Bertrand.

Best sellers for Discobel are names such as Fats Domino, Leny Escudero and most recently The Spotnicks on Discostar. This Scandinavian ensemble has broken through in Belgium with its hit, "Johnny Guitar." A competition seems to be engaged between the Shadows and The Spotnicks.

Moonglow is especially proud about its hit tune "Buona Notte Bambino," first in the original interpretation by the Sicilian Angelo Biondi and later in another version by Rocco Granata, who wrote the music and the lyrics. The number has now reached the hit parades in several countries and this can be considered quite an achievement.

Vogue is enjoying good sales with Petula Clark and Françoise Hardy, and also with records by Rosy Armen, The Cascades and others. Marva has broken through in the Flemish area. Mode records seem to be quite in demand. Worth mentioning is the departure of Guy Khavessian, head of Vogue-Belgium, to Paris, where he is to hold an important post in the head offices of Vogue. Roger Meylemans is to take over in Belgium.

Discotrade was proud to be able to present to its best selling artist, accordion player André Verchuren, a golden record. Verchuren is the leading artist in his specialty. During the past year several Festival records enjoyed good sales.

RCA, of course, holds one of the top sales positions. It can boast such names as Elvis Presley, Paul Anka, Belafonte, Sacha Distel and many more. Presley remains the singer whose records still are purchased in the thousands. Anka isn't doing badly either.

INELCO HOLLAND LTD.
Arent Janszoon Ernststraat 801
AMSTERDAM

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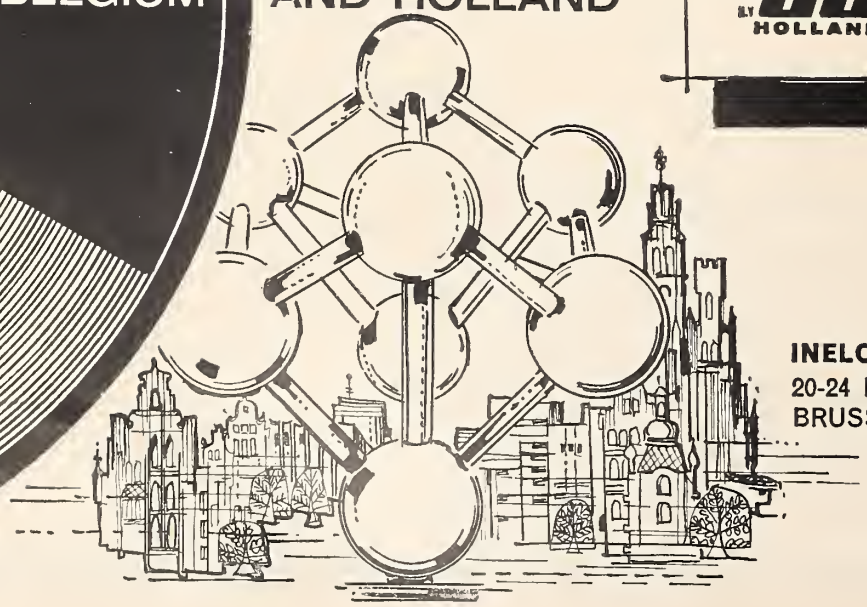
HOLLAND - BELGIUM



INELCO BELGIUM LTD.
20-24 Rue de l'Hôpital
BRUSSELS

BELGIUM MUSIC PUBLISHERS

ARDMORE & BEECHWOOD BELGIUM
72, Quai des Charbonnages, Brussels, phone: 274390.
Managing Director: Jeff De Boeck.

EDITIONS CHARLES BENS
Avenue de la Couronne, 43, Brussels, phone 49.33.68—493378.
Managing Director: Robert Bosmans.

EDITIONS HERMAN BRAUER
30, Rue St. Christophe, Brussels, phone: 129375-127361.
Managing Director: Jean Darlier.
Director for other countries: Roger D. Feinberg.

CLASS MUSIC CO.
17, Goudbloemstraat, Antwerp, phone: 329990-329999.
Managing Director: R. J. van Hoogten.
General Manager: Joseph van Hoogten.

EDITIONS DANCING
Heist op den Berg, Antwerp, phone: 21625.
Managing Director: M. Lambrechts.

EDITIONS FRANCIS-DAY
25, Place Saint Gery, Brussels.
Managing Director: Mrs. Dullieu.

EDITIONS FONIOR
24, Quai des Charbonnages, Brussels, phone: 254010.
Managing Director: E. W. Pelgrims de Bigard.
Music Director: A. E. Palmans.

MUZIEKUITGEVERIJ "FONOGRAM"
20, Blvd. M. Lemonnier, Brussels, phone: 131306-131307.
Managing Director: Fernanl Janssens.

FRANKIE MUSIC
Haringrodestraat 87, Antwerp, phone: 390153.
Managing Director: Jean Meeusen.

GLOBE MUSIC
Vlaamse Steeweg 179, Brussels, phone: 177989-177982.
Managing Director: A. van Hoogten.

HELIA MUSIC
90, Kon. Elisabethlaan, St. Niklaas (Waas)., phone: 710501.
Managing Director: Miss Helena Seghers.

IDEAL MUSIQUE
Cederlaan, 48, Wilrijk, (Antwerp), phone: 03/382309.

EDITIONS MODERNY-CELTIC-CODA
97, Rue de la Marliere, Mouscron, phone: 31539.
Managing Director: Mr. De Keukeleire

PETER PLUM PUBLICATIONS
1, Bd. M. Lemonnier
Brussels 1, Belgium
Phone: 11.52.29.
Managing Director: Peter Plum

SAB MUSIC PUBLISHERS
(see Will-Teenager Disques)

S.A. PRIMAVERA
37, Anderlechtstraat, Brussels, phone: 134444.
Managing Director: P. J. Lebbink.

SCHOTT FRERES
30, Rue Saint-Jean, Brussels, phone: 112122.
Managing Director: J. J. Junne.

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Managing Director: M. van Elewijck.

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A&R Manager: Mr. Poulet.
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20 Blvd. Maurice Lemonnier, Brussels-I, phone: 131306—131307.
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Executive Manager: George Martens.
A&R Manager: Frans Verbeeck.
Labels: Olympia, Newtone.

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2	Speedy Gonzales	Pat Boone	Dot, Bens
3	Coeur Bless	Petula Clark	Vogue, World
4	Zwei Kleine Italiener	Conny Froboess	HMV, Franky
5	Telstar	The Tornados	London, Piante
6	Lenzaam zonder Jou	Will Tura	Palette, Top
7	I Can't Stop Loving You	Ray Charles	ABC-Paramount, Acuff-Rose
8	Chariot	Petula Clark	Vogue, Lido, Bens
9	Sans-toi Mamie	Adamo	Pathe, Rudo
10	Every Night	Paul Anka	RCA, Spanka
11	The Next Time	Cliff Richard	Columbia, Leeds
12	Good Luck Charm	Elvis Presley	RCA, Belinda
13	Quando, Quando	Pat Boone	Dot, Bens
14	Caterina	Perry Como	RCA, Class
	Junge Komm Bald Wieder	Freddy	Polydor, Bens
15	Love Me Warm And Tender	Paul Anka	RCA, Spanka
16	The Loco-Motion	Little Eva	London, Bens
17	Ya Ya	Joey Dee	Roulette, Southern
	The Young Ones	Cliff Richard	Columbia, Brauer
18	Cuando Calienta El Sol	Los Hermanos Rigual	RCA, Southern Music
19	Si Un Jour	Robert Cogoi	Philips, Worlo
20	Let's Dance	Chris Montez	London, Chapell
21	All Alone Am I	Brenda Lee	Brunswick, Bens
22	You Don't Know Me	Ray Charles	ABC-Paramount, Belinda
	Limbo Rock	Chubby Checker	Parkway, Bens
23	Return To Sender	Elvis Presley	RCA, Belinda
	Eso Beso	Paul Anka	RCA, Spanka
24	Tous Les Garcons Et Les Filles	Francoise Hardy	Vogue, Alfa
	Hey Paula	Paul and Paula	Philips, World
25	The Wiggle	Jack Hammer	Ronnex, Globe

BEST SELLERS PAST 12 MONTHS (WALLOON)

1	J'Entends Siffler Le Train	Richard Anthony	Columbia, Lido, Bens
2	Coeur Blesse	Petula Clark	Vogue, World
3	Clair De Lune a Maubeuge	Several versions	Moderny
4	Si un Jour	Robert Cogoi	Philips, World
5	Sans-toi Mamie	Adamo	Pathe, Rudo
6	L'Idole Des Jeunes	Johnny Halliday	Philips, Tutti
7	Un Mexicain	Marcel Amont	Polydor, Peter Plum
8	I Can't Stop Loving You	Ray Charles	ABC-Paramount, Acuff-Rose
9	Speedy Gonzales (Le petit Gonzales)	Several French versions	Bens
10	Pardonnez-moi Seigneur	Robert Cogoi	Philips, World
11	Tous Les Garcons Et Les Filles	Francoise Hardy	Vogue, Alfa
12	Donne-moi Ma Chance	Richard Anthony	Columbia, Vogue International
13	Good Luck Charm	Elvis Presley	Belinda, RCA
14	Relax	The Cousins	Palette, World
15	Dansevise	Several French versions	Bens
16	Laudy Laudy	The Cousins	Palette, World
17	Amour Perdu	Adamo	Pathe, Ardmore and Beechwood
18	Retiens La Nuit	Johnny Halliday	Philips, Peter Plum
19	Every Night	Paul Anka	RCA, Spanka
20	Esperanza	Nino de Murica	Festival, Peter Plum
21	Hey Mae	The Cousins	Palette, World
22	El Pecador	Rosy Armen	Vogue, Tutti
23	The Young Ones	Cliff Richard	Columbia, Brauer
24	Je Me Sens Tres Seul	Robert Cogoi	Philips, World

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HOLLAND – The Past Twelve Months

The Dutch record-scene during last season 1962/63 showed a certain stability and, in fact, no 'worldshaking' news is to be reported. Artone added some new important labels to its organization e.g. Cameo-Parkway and Motown-Tamla-Gordy, while Artone-president **Bill C.** and **Casper D. Slinger** founded a new company for exclusive distribution of CBS-records in Benelux. Dutch Siemens company took over distribution of MGM, while Dureco recently made a contract with the **Johnny Hoes** Production Cy., "Telstar." New founded record-company: Max Mackintosh Productions (M.M.P.). Mutations: **J. Th. van der Meer** left Phonogram, being succeeded as director by **J. J. M. Haslinghuis**; **R. H. Klaassen** has been appointed to Adjoint Director of Phonogram. **Harry Jansen** and **Ben Levi** left the record-business, as directors of Nederlandsche Gramofoon Maatschappij (NEGRAM) and Dureco, respectively. **Robert Oeges** took over the management of NEGRAM.

Most successful record companies were Phonogram, with 11 records in the list of the 30 best sold platters in the past 12 months, closely followed by Bovema (9) and Artone (8). Bovema especially made very big business with its Columbia-artist **Cliff Richard**, who had no less than 5 records on the Top Thirty-list.

Most successful music publisher was Symphony House (Editions Altona, Editions Climax, etc.) with 7 titles in the Top 30, followed by Belinda and Basart (each with 5 titles), Benelux Music and Chappell (each with 3 titles).

A marketing research recently was made by the CCGC. It is known now that Dutch public (population of Holland: about 12 million) possesses a total of 59 million records: 16 million LP's and 43 million EP's and singles. Here is the subdivision in categories:

	Total Number of LP's		Total Number of EP's	
	Number	Per Cent	Number	Per Cent
Classical	7,800,000	49%	3,600,000	8%
Light-classical	2,200,000	14	3,500,000	8
Religious music	600,000	4	1,600,000	4
Opera	1,300,000	8	1,000,000	2
Readings etc.	100,000	1	200,000	1
Cabaret, chanson, musical	500,000	3	1,400,000	3
Jazz (modern and traditional)	700,000	4	3,800,000	9
Folks-music	400,000	3	1,500,000	3
Light-music (dance music, tophits)	1,600,000	10	18,800,000	44
Marches, fanfares, festive music	300,000	2	2,000,000	5
Dutch songs	100,000	1	3,800,000	9
Children records	100,000	1	1.700.000	4
Totals	15,700,000	100%	42,900,000	100%

37% of the families in Holland are in possession of a phonograph. In 1% of these Dutch families, there is even more than one phonograph. This means that there is a phonograph in about 1,100,000 families and that 1,900,000 families don't have a phonograph. Of the 1,150,000 phonos in Holland, only 200,000 are stereo equipments. Furthermore, 400,000 are record-changers. Per year about 150,000 phonos are bought by the public. The total turn-over record-dealers made in 1962 was about 61,-000,000, which is about $1,700,000. Approximately 2/3 of record-owners buy their records in special record-shops; the remaining 1/3 buy in radio-shops or in department stores.

To conclude this survey of the Dutch record-market, here are the figures on the total turnover in the period June '62—May '63:

LP's	2,500,000 records
EP's and singles	9,500,000 records
Totals	12,000,000 records

And that's it concerning Holland in this Cash Box World Wide Directory and 21st Anniversary Edition.

HOLLAND PRESSING PLANTS

ARGRAM PHONOGRAPHIC INDUSTRY A.P.I.
Kruisstraat 8-10, Haarlem, phone: 17476 (office); Nijverheidsweg 34, Haarlem (factory)

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Bronsteeweg 49, Heemstede, phone: 38855 (office); Blekersvaartweg 45, Heemstede (factory).

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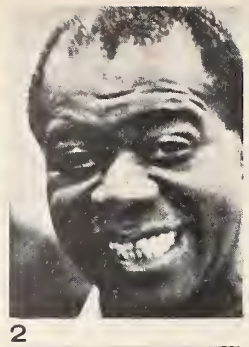
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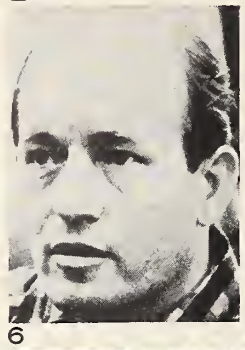
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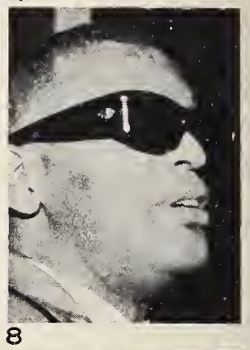
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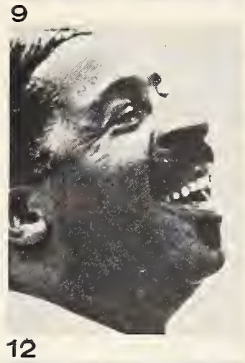
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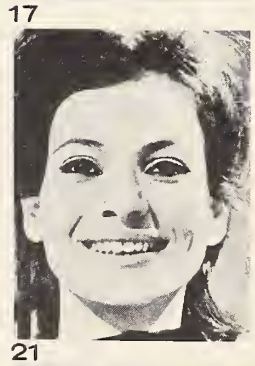
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Publicity & Promotion: Paul Visser.
Labels: Artone, ABC Paramount, Reprise, Palette, Buena Vista, Chancellor, Verve, Cameo Parkway, Pythia, Artydor, Box, Moonglow, Ronnex, Funckler Candid, Colpix, Argo, Canadian-American, Caprice, Chess, Checker, Candid, Congress, Crackerjack, Fly, Globe, Hickory, Joy, Linda, Ronnes, Sabina, Select, Show, Sue, Symbol, Teeny), Motown (Tamla, Gordy), Roulette (End, Gee, Gone, Rama, Tico), Tivoli, Roulette, Impulse, Cadence.

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Labels: Vox, Bärenreiter, Christophores, Europhon, White Hall, St Joris, Walt Disney, Oriole, Leger des Heils, Ark, Kniga, Palace, Muza, Cotta, Tops, Ricordi.

N.V. VERKOOPMAATSCHAPPIJ "BOVEMA."
Bronsteeweg 49, Heemstede, Phone: 38855 from 1 Jan. 1964: 80750).
President: G. M. Oord Jr.
Chief Programming Office and A&R manager: John G. Möring.
Publicity: Cor Aaftink.
Labels: Columbia, Capitol, His Master's Voice, Imperial, Warner Bros, Liberty, Pathé, Atlantic (Stax, Instanty, Atco, Volt), S.M., M.M.O., Stateside (Ace, Lenox, Aertoun, Ann, Angel, Arlen, Band Stand, Bell Tone, Bobbin, Century, Ch. Parker, Chex, Chowtown, Choreo, Co-ed, Commo-Dore, Cotton Town, Debonaire, Delaware, Diamond, Disco-Moda, Eclipse, Enjoy, Everloved, Fire, Fury, Genius, Gold Tone, Hammon, High Live, Hit, Jamco, Jubilee, Kama, Kent, K&A, Laurie, Legrand, Lenox, Mac 4, Marc, Mico, Minaret, Nash Board, Nile, New Town, None, Norman Patty, Old Town, One-der-Full, Operator, Plaza, Rendez-Vous, Rider, Rust, Romac, La Rosa, Hitmakers, Santo, Sar, Scepter, Wand, Shaliman, Sheraton, Starday, Sunland, Sunset, Swan, Talent, Tiger, Titan, Titanic, Unity, Voult, Town and Country, Virgo, Viscount, Warrior, Wab, Witch, Ermine, Cortland, S.P.Q.R, Lemonde, Hartvan, Alley, Darcey, D. L., Tempe, Invicta, Flip, Pike, Process, Cimaron, Wye, Cover, Do-ReMi, Première).

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A&R Manager: B. R. Maassen.
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Publicity and Public Relations: A.M.G.J. Adams.
Labels: Omega, Barclay, Metronome, Cetra, Vega, Jolly, Hed-Arzi, CID, TeDeum, Histavox, Starday, Telstar (Johnny Hoes Prod.).

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Mauritskade 85, The Hague, Phone: 183786.
Director: Mr. Da Silva.
Labels: Boite A Musique, Belter, Le Chant Du Monde, Cook, Cor, Ennour, Experiences Anonymes, Harmonia Mundi, Instituto Internazionale Del Disco, Lieder Der Welt, Lyrichord, Lumen Lucien Ades, Musique De Tous Les Temps, Musica Sacra, Pacific-Orphee, Palladium, Pax, Ricordi, Typic, Valois, Vega, Waverley.

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Sales Manager: J. Beutler.
Public Relations: A. Prins.
Publicity: J. L. Boudewijns.
Labels: RCA, Amadeo, Elite, President, Simon.

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Labels: M.M.P.

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Director: B. Munnikendam.
Labels: Argo, Baronet, Chess, Commodore, Electra, Embassy, Ember, Everest, Jazz Tone, Kimberly, Marshall, New Jazz, Period, Prestige, Regent, Savoy, Scala, Stinson, Time, Opus, Classic Club, Tropical, Seeco, Ansonja, Blue Note, Fidelity, Contrepoint, Esoteric, Jazz Collector, Octave, Heritage.

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Amsterdamse Veerkade 22-22a The Hague, phone: 184612.
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Administrator: F. Wijngaard.
Labels: Philips, Decca, London, Smash, United Artists, Mercury, Riverside (Jazzland, Wonderland, Washington, Off Beat, Popside, Battle), Fontana, (Bluesville, Moodsville, Swingville, World Pacific, Pacific Jazz, High Fi, High Fi Jazz), Contemporary, Good Time Jazz, Ace of Clubs, Audio Fidelity, Argo, Bigtop, Bingo, Beacon, Blueridge, Calico, Carlton, C.N.M., Cace, Challenge, Colonial, Collier, Dale, Dial, Dore, Dot, Discos R.G.E., Dunes, East West, Era, Felsted, Freedom, Gallotone, Guaranteed, Gulf, Guyden, Hamilton, Harvard, Hi, Hollywood, Image, Jack Pot, J.D.S., Keith, Lancer, Leader, Louis, Medaillon, Monument, P.A.C., Phillips, Ramrod, Satelite, Sir, Speciality, Spark, Stage, Sun, Skarlet, Seville, Shar Dec, Shell, Stan, Sultan, Tilt, Terrace, Topix, Tel, Todd, Trend, Trey, Unison, United Telefilm, U.T., Warwick, X.YZ., Statelite, Stax, President, Press, Beltona, l'Oiseau Lyre.

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Huygenspark 38-39, The Hague, phone: 183850.
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1. Brandend Zand (Anneke Grönloh/Philips) (Benelux Music/Weert).
2. Paradiso (Anneke Grönloh/Philips) (Editions Altona/Amsterdam).
3. Blume Von Tahiti (Gert Timmerman/Telefunken) (Holland Music/Amsterdam).
4. Buona Notte Bambino (Rocco Granata/C.N.R., Angelo Biondi/Artone) (Uitgeverij J. Portengen/Haarlem).
5. Junge Komm Bald Wieder (Freddy/Polydor) (Editions Altona/Amsterdam).
6. Soerabaja (Anneke Grönloh/Philips, Imca Marina/Imperial) (Les Ed. Int. Basart/Amsterdam).
7. It'll Be Me (Cliff Richard/Columbia) (Belinda/Amsterdam).
8. Speedy Gonzales (Pat Boone/London) (Metro Muziek/Amsterdam).
9. I Can't Stop Loving You (Ray Charles/A.B.C. Paramount) (Acuff Rose Music Benelux/Brussels).
10. Bachelor Boy (Cliff Richard/Columbia) (Les Ed. Int. Basart/Amsterdam).
11. Limbo Rock (Chubby Checker/Cameo-Parkway) (Bens-Benelux/Brussels).
12. Sheila (Tommy Roe/A.B.C. Paramount) (Editions Herman Brauer/Brussels).
13. Summer Holiday (Cliff Richard/Columbia) (Les Ed. Int. Basart/Amsterdam).
14. Do You Want To Dance (Cliff Richard/Columbia) (Les Ed. Int. Basart/Amsterdam).
15. Land Of Hope And Glory (Vera Lynn/H.M.V.) (Melodia/Amsterdam).
16. Let's Dance (Chris Montez/London) (Chappell/Amsterdam).
17. Catootje (Soloists Wim Sonneveld TV Show/Philips).
18. Loop De Loop (Johnny Thunder/Delta, Bobby Rydell/Cameo-Parkway) (Chappell/Amsterdam).
19. Ritme Van De Regen (Rhythm Of The Rain)/Voor Sonja Doe Ik Alles (Rob Do Nijs/Decca) (Chappell/Amsterdam, Benelux Music/Weert).
20. Guitar Tango (The Shadows/Columbia) (Editions Climax/Amsterdam).
21. Loco-Motion (Little Eva/London) (Editions Nevins-Kirshner/Brussels; sole selling agents: Editions Altona/Amsterdam).
22. Blame It On The Bossa Nova (Eydie Gorme/CBS) (Editions Altona/Amsterdam).
23. Roses Are Red (Bobby Vinton/Columbia; The Padre Twins/Artone) (Les Ed. Int. Basart/Amsterdam).
24. Lucky Lips (Cliff Richard/Columbia) (Belinda/Amsterdam).
25. Marching Along With The Blue Diamonds (The Blue Diamonds/Decca) (Editions Climax/Amsterdam).
26. Return To Sender (Elvis Presley/RCA) (Belinda/Amsterdam).
27. Janus Pak Me Nog Een Keer (Paula Dennis/Artone, Ria Valk/Fontana) (Uitgeverij Joop Portengen/Haarlem).
28. She's Not You (Elvis Presley/RCA) (Belinda/Amsterdam).
29. Good Luck Charm (Elvis Presley/RCA) (Belinda/Amsterdam).
30. Cimeroni/Das Leben Kann Schon Sein (Anneke Grönloh/Philips) (Editions Altona/Amsterdam, Benelux Music/Weert).

HOLLAND POLL RESULTS

(Through the Courtesy of Dutch Monthly "Muziek Expres")

FOREIGN ARTISTS

Top Female Singer

	Per Cent
1. CONNIE FRANCIS	35½
2. Brenda Lee	16
3. Helen Shapiro	15½
4. Conny Froboess	12½
5. Caterina Valente	4½

Top Male Singer

1. CLIFF RICHARD	50½
2. Elvis Presley	20
3. Ray Charles	3½
4. Paul Anka	3
5. Fats Domino	2½

Top Vocal Group

1. EVERLY BROTHERS	37½
2. The Shadows	18
3. The Four Seasons	14
4. Les Compagnons De La Chanson	8
5. Ray Conniff Singers	1½

Top Big Band

1. BILLY VAUGHN	54½
2. Mitch Miller	7½
3. Norrie Paramor	7
4. Kurt Edelhagen	6½
5. Mr. Acker Bilk	3½

Top Small Combo

1. THE SHADOWS	69½
2. Dave Brubeck Quartet	10
3. The Tornados	5½
4. Los Machucambos	2
5. Bill Black's Combo	1½

Top Radio Programs

1. RADIO LUXEMBOURG (programs in general)	31
2. Top Twenty (Radio Luxembourg)	20½
3. Cliff Richard Show (Radio Luxembourg)	20
4. Elvis Presley Show (Radio Luxembourg)	3
Honey Hit Parade (Radio Luxembourg	3
5. Teen And Twenty Disc Club (Radio Luxembourg)	2½

Top TV Program

1. PERRY COMO SHOW	12
2. Interpol Calling	10
3. Peter Kraus Show	8
4. Ivanhoe	7½
5. Musik Aus Studio B	7
Bonanza	7

Top D.J.

1. CHRIS HOWLAND	35
2. Barry Alldis	28
3. Jack Jackson	10
4. Tony Hall	5
5. Brian Johnson	3

Record Of The Year 1962

1. DO YOU WANT TO DANCE	18
2. The Young Ones	15½
3. She's Not You	6½
4. Speedy Gonzales	5½
5. I Can't Stop Loving You	5
It'll Be Me	5

DUTCH ARTISTS

Top Female Singer

1. ANNEKE GRONLOH	77
2. Willeke Alberti	9
3. Rita Reys	3½
4. Corrie Brokken	3
5. Ria Valk	1½
Sandra	1½

Top Male Singer

1. JOHNNY LION	32
2. Hans Boekhout	19
3. John Lamers	10
4. Willy Alberti	10
5. Ben Steneker	8½

Top Vocal Group

1. THE BLUE DIAMONDS	49
2. The Fouryo's	20
3. The Padre Twins	6½
4. Bibits	4
5. Cocktail Trio	3

Top Big Band

1. DUTCH SWING COLLEGE BAND	27
2. Pi Scheffer Orchestra	16
3. The Zaaiers	14
4. The Skymasters	9
5. Orchestra Jack Bulterman	7½
Metropole Orchestra	7½

Top Small Combo

1. THE JUMPING JEWELS	54
2. Trio Pim Jacobs & Rita Reys	14½
3. Cees & His Skyliners	4
4. Diamond Five	3
Peter & His Rockets	3
5. Rene & His Alligators	2½

Top Radio Program

1. TIJD VOOR TEENAGERS (V.A.R.A.)	34
2. Veronica's Teenager Muziek Expres (Radio Veronica)	30
3. Radio Veronica (programs in general)	7
4. Tussen lo+ En 20— (A.V.R.O.)	6
5. Joost Mag Het Weten (Radio Veronica)	5
Teenager Muziek Parade (Radio Luxembourg)	5

Top TV Program

1. TOP OR FLOP (V.A.R.A.)	38
2. Rudi Carrell Show (V.A.R.A.)	28
3. Rooster (A.V.R.O.)	19
4. Open Het Dorp. (A.V.R.O.)	2½
5. Dorus-Show (V.A.R.A.)	2

Top D.J.

1. JOOST DE DRAAYER (Radio Veronica)	33
2. Dick Duster (V.A.R.A.)	28
3. Fred Van Amstel (Radio Veronica)	11
4. Guus Jansen Jr. (Radio Luxembourg)	5
5. Herman Stok (V.A.R.A.)	4½

Top Record 1962

1. BRANDEND ZAND	43½
2. Paradiso	29
3. Marching Along With The Blue Diamonds	3½
4. Middellandse Zee	3
5. Midnight In Moscow	2
Katinka	2

BELINDA

(Amsterdam, N.V.)

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(Continued from page 25)

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Cable: JERONIMIDIS BRAZZAVILLE
Pres.: Mr. N. Cavvadias
Labels (domestic): Ngoma

CONGO (Former Belgian)

RECORD MFRS

FIRME JERONIMIDIS-NGOMA—Boite Postale 74—LEOPOLDVILLE
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Pres.: Mr. N. Cavvadias
Labels (domestic): Ngoma

MACODIS S.C.P.R.L.—Boite Postale 433—LEOPOLDVILLE
(Boulevard Léopold III—13° rue—Leopoldville)
Phone: 7331
Cable: MACODIS LEOPOLDVILLE
Pres.: Mr. E. W. Pelgrims de Bigard, Brussels
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Labels (domestic): African Jazz, O.K. Jazz, Surboum

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Phone: 1931
Cable: INDICA SANJOSE
Pres.: Mr. Oscar Stupp K.
Labels (domestic): Indica
Labels (others): Capitol, CBS, Dot, Warner Bros.

REUBEN & CO., LTD.—Apartado 547—SAN JOSE
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Phone: 4354
Cable: REUBEN SANJOSE
Gen. Sales Mgr.: Mr. Teodoro Reuben-Aguilera
Labels (domestic): Alma Tica
Labels (others): Alegre, America, Ansonia, ART, Audio Fidelity, Decca, Dimsa, Discomoda, Epic, Falcon, Fuentes, Gamma, Kapp, Kubaney, London, Medalion, Mercury, Miami, Montilla, Musart, Odeon, Orfeon, Peerless, Polydor, Puchito, RCA Victor, Seeco, Sonolux, Sonus, Telefunken, etc.

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Labels (others): CBS, Fidelity, Fontana, Mercury, Odeo Fidelity, Vogue.

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Labels (others): Cetra, CRC, Discuba, Sonolux, and about 20 others.
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Labels (domestic): Corsa
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Labels (others): CBS

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Labels (others): Hispavox, Mercury, Musart, Odeon, Ondina, Peerless, Sonaradia

PHILIPS ECUADOR C.A.—Casilla 343—QUITO
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Gen. Man.: Mr. Henri Gazan
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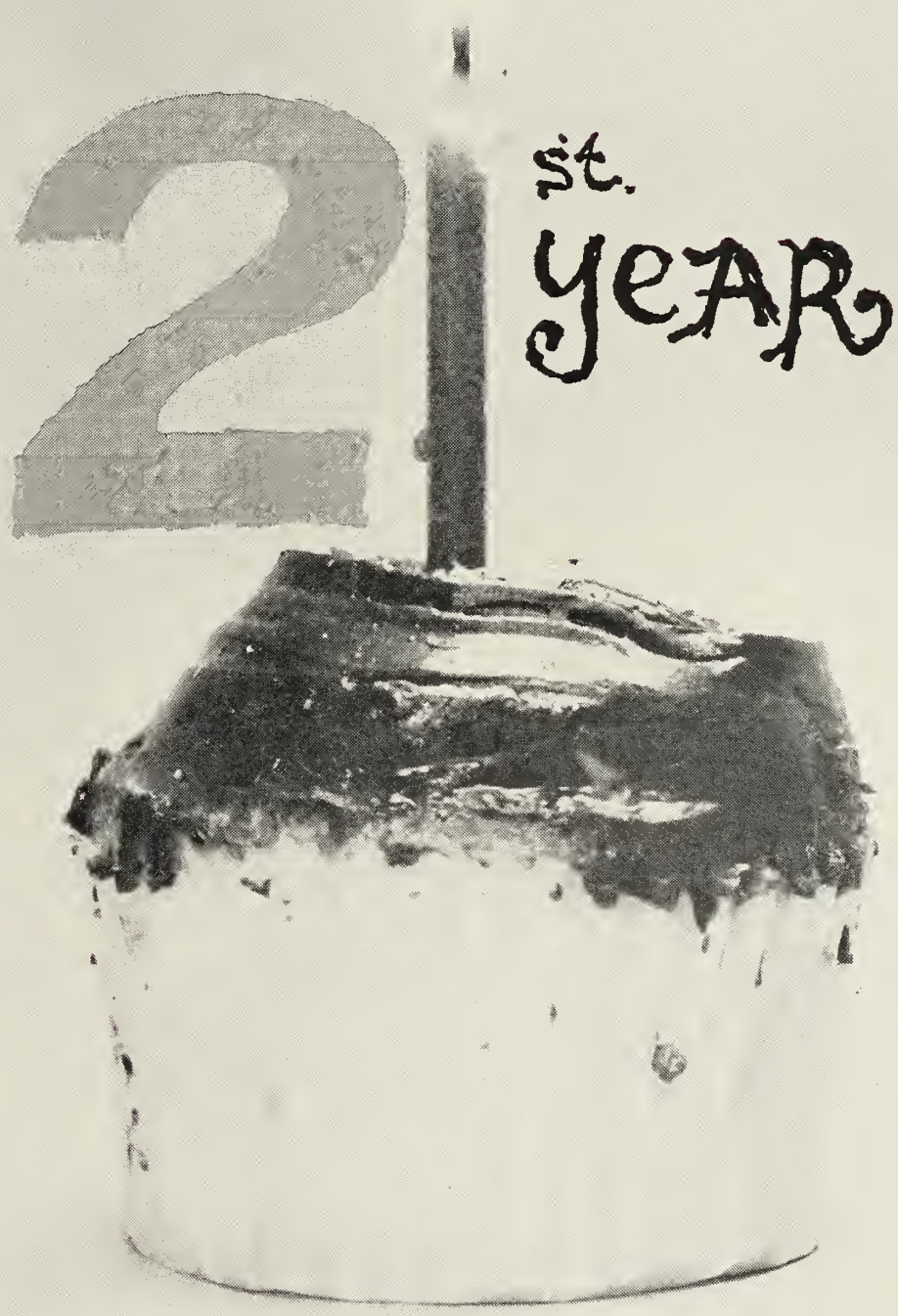

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GERMANY—The Past Twelve Months

Every year seems to bring many changes to the record business in Germany as in other countries. The past 12 months have seen the 12" LP become a main factor in the market here. For the first time 100,000 seller LP's and even some have reached the 200,000 mark. These figures were considered dream figures just a year ago. It was the year that saw the independent record producer get his foot in the door at almost every major firm here. It was the year that saw singles sales drop, but singles productions also went down. Singles remain the most important sales factor in this market. The last 12 months saw many publishers entering the recording field. Less and less foreign material found its way into the top 10 here, and only two songs from Germany made the top chart positions in the U.S.A. The singles prices were raised almost 20%.

Once again, let's delve into our crystal ball for future trends. More LP sales than ever before. Continued drop in singles sales or the price of singles will once again go down to a dollar here and singles sales will rise again. More and more independent productions on the market and an ever increasing dollar volume in sales. More exports and less imports of material. The long shot of the year would be a strong independent distribution organization for Germany.

Last year, we predicted more small labels entering the market, an increase in the singles price thus pushing the LP up front, a huge increase in album sales and steady sales on singles, more million selling singles and less middle selling ones, more flops, more music exported than in the past, less imported hits, better distribution for small labels, increased publicity, major foreign labels opening their own operation here, and minor ones joining together for the same goal and increased dollar volume in the record business. All of the predictions came true except for the million selling singles (we had less); minor labels did not join together to form strong combines; singles sales dropped. For the monthly report on what happened in the record business in Germany for the past 12 months here is a month to month report of the record business from July through July in Germany as it appeared in Cash Box.

JULY

Mina continued to head the hit parade with her first German language recording. She also made her first German press conference. Record firms began to make deals with the music box operators for special pieces on box records. Deutsche Grammophon GMBH and Philips Records joined together business wise for the sensation of the season. They stayed separate firms in Germany. The German Pop Music Festival was planned for 1963 despite rumors that the festivals were over for Germany. Teldec released a special series of classical LP's at reduced prices. Ariola Records joined their Sonopress pressing firm to make a joint corporation. Wilfried Jung took over as distribution chief for Electrola Records. Erich Storz renewed his Metronome contract for 3 years. Alfons Bauer who had been with Electrola for 5 years switched labels to Philips.

For the first summer in the history of the record business here, top artists had new releases. Summer hits included new waxings by Conny, Gus Backus, Connie Francis, Gerd Boettcher, Caterina Valente, Billy Vaughn, Gerhard Wendland and Nana Mouskouri. Classically, Hans Ritter left D.G.G. for the classical A&R post at Electrola and Fritz Ganss left Electrola for the same position with Ariola. Festival wise, strong classical programs were beginning in Bayreuth for Wagner, and Salzburg for Mozart.

AUGUST

Radio Luxembourg presented their ½ yearly awards to Freddy, Mina, Conny and Bob Moore for the most requested records of the season. Lou Van Burg joined the station as quizmaster. Two sided decks began to rack up top business topped by Philips stars Nana Mouskouri and Gerhard Wendland and MGM's Connie Francis. Peppino Di Capri had his first hit in Germany with the Italian recording of "St. Tropez Twist." The German team composed of Nina Weston-Philips, Ralf Paulson-Electrola, Angela Monti-Teldec, Ulla Raphael-Polydor and Peter Kirsten finished 3rd at the Knokke, Belgium festival. Japan's top star Sachiko Nashida did her first German recording. Rainer Bertram switched labels from Polydor to Metronome. D.G.G. classical artists Karl Boehm, Wilhelm Kempff, Lorin Maazel, Rita Streich, Gezo Anda and Tamas Vasary toured the U.S.

SEPTEMBER

Following in the footsteps of Metronome who had raised their singles prices from 4 DM (1 dollar) to 4.50 (1.12), the major German record firms lead by Polydor raised their singles prices to 4.75 (1.19) and Metronome later followed suit.

Billy Vaughn, Siw Malmkvist, Bobby Vinton, Alvino Rey, The King Sisters, and Henri Rene visited Germany.

Metronome took over the Spanish Belter label. Nils Nobach took over the production of Dalida for Ariola.

Joey Dee had his first German smash with Ya Ya which passed the 100,000 mark in sales and went on to double that sum. The madison hit Europe and record producers here jumped on the band wagon. Enrique Lebendiger visited Germany to bring the Bossa Nova here. Electrola celebrated its 10th anniversary in Cologne with a big party. Sir Joseph Lockwood and L. T. Dines from EMI were on hand along with many Electrola stars and Holland's Gerry Oord. Jerry Thomas of Liberty Records visited Germany. Bert Kaempfert did the music for the film "90 minutes after midnight," his first film score. Philips released an LP under the title "Cash Box Top 100" and began to use the rubrick Cash Box Top **100** to point out their top American sellers. Metronome later followed suit.

OCTOBER

The music box industry took the show as Al Adickes of Nova Apparate did a showing of the new Rockola boxes in Hamburg and Munich. Seevend soon followed with Seeburg shows in Hamburg and Manheim. Martin Haerle from Starday visited Ariola for talks about hillbilly production. Ariola took over Kapp Record distribution for Austria and Germany. Electrola Records took over the Epic line for Germany. All major and minor labels switched to the new singles price of 4.75 DM (1.19 dollars). Sonet-Storyville switched distribution from Metronome to Philips. Hans Bertram of Polydor produced the "Baby Twist" and Electrola followed suit with the "Babysitter Twist." Polydor won the hit race. Caterina Valente produced 2 new shows for German TV costing about 180,000 dollars. Bernhard Miqulski opened his own pressing plant in Frankfurt to carry his own production for Roulette, and Carina. The German Musical "Heimweh Nach St. Pauli" (Homesick for St. Pauli) starring top record star Freddy opened in Hamburg to smash press raves. The show is still running. A new Rock and Roll club in Hamburg, The "Star Club" began booking top acts such as Little Richard, Joey Dee, Fats Domino, Brenda Lee, etc. Rolf Engleder of Ariola announced a new classical label called "Eurodisc." He signed top stars Erika Koeth, Renate Holm, Lisa Della Casa, Hans Hopf and Alberto Erede to contracts as well as Rudolf Schock. Marlene Dietrich visited Germany for new record dates. Teldec lowered their classical LP price for mono and stereo from 25 DM (6.25 dollars) to 21 DM (5.25). The director of Teldec Records Hans Lieber celebrated his 40th year with the firm.

NOVEMBER

The price raise showed its mark in sales as middle selling records dropped out of the picture all together, and hot hits such as "Baby Twist" sold 200,000 and more in nothing flat. Polydor released a new classical LP package for 9.50 dollars. Barbara Kist took over the music promotion slot at Schaeffers Music replacing Gerd Hammerling. The music boxes began to scream about the singles price raise and tried to find a way to combat it with their own production, etc. No solution is in sight. A new gag hit the market again through producer Hans Bertram. This time it was the "Spiegel Twist" named after the political affair which tore the German government in two. Electrola also followed suit but a Hamburg court made them change the name of their release to "Bundesball Twist." Tom Ward visited Germany for talks with Peer Music here. Metronome records reorganized and put Reinhard Streit in as distribution chief.

DECEMBER

Publishers were screaming about the advances and percents asked by American Publishers and many German publishers were planning on cancelling their contracts to begin the new year. Philips started a publicity compaign for The Firehouse Five Plus Two and their jazz catalogue including the huge "Interdisc" cataloge. A new man was hired to look out especially for jazz repertoire. Ariola held a press conference in Vienna for director Rolf Engleder to tell about the new plans of the firm. Petula Clark reached the ¼ million mark with Monsieur to make it the best selling record ever for the young Vogue records here. The first German 70 MM color film "Flying Clipper" was premiered in New York and Germany.

That's about it for 1962. We must admit that our predictions in the directory issue and last year's Xmas issue turned out just right. How about 1963. For our new year's predictions let's look for more indie labels, the birth of indie producing in Germany, heavy concentration on LP product and further increase in LP sales, stronger independent distribution, less single sales, more cover production at lower priced levels for department stores. Cash Box will be on hand to report the excitement that is the record business in Germany again in 1963.

JANUARY

The new year set the trend for the months to come as singles sales as well as the production of singles records dropped considerably and LP's began to sell in good quantity. Philips awarded a gold record to "My Fair Lady" which passed the 125,000 mark in sales and musical LP's started moving with the film music from "Porgy and Bess" and "West Side Story" all in the top 10 LP lists here. A German musical "Heimweh nach St. Pauli" (Homesick for St. Pauli) starring German star Freddy was also in the top 10 and a single from the show "Junge, komm bald wieder" went on to top the charts. The 2nd TV channel (national) in Mainz hired Max Gregor for South Germany and Kurt Henkels for North Germany with their full orchestras. Josephine Baker picked up 2,000 dollars working at the Munich Madame Club Hall. Bossa Nova came to Germany and although two songs "Desafinado" and "One Note Samba" got over 50 different recordings here between them, the dance never quite made the grade, and no Bossa Nova made the charts until much later in the year. "Automaten Markt" a local trade paper picked the juke box favorites of 1962. The most played male vocalist award went to Philips' Gerhard Wendland with Polydor's Peter Kraus and RCA's Elvis Presley following. The most played female vocalist was Philip's Nana Mouskouri with MGM's Connie Francis and Polydor's Mina following. The most played vocal group was Caterina Valente and Sylvio Francesco (her brother) as a duo. They record for Teldec. The Orchestra award went to Teldec's Bob Moore. The most played single record was "Speedy Gonzales" with two artists, Electrola's Rex Gildo and Teldec's Pat Boone splitting the honors. Gerd Hammerling left Peter Schaeffers Music to form his own Nero Music with Peter Meisel. Dr. Karlheinz Busse picked up Chris Barber for Italy and Germany and also Betty Curtis. The artists will both be distributed by Metronome and produced by Dr. Busse. Paul Siegel announced that his productions of the Oederland Orchestra would be released by Dot in the states. Composer and publisher Will Meisel was given a special award for his works by German President Dr. Luebke.

FEBRUARY

February started with 8 German songs in the top 10 here. The industry went out on a full Bossa Nova push, but never brought it through despite TV dance instructions, full press coverage, etc. Francoise Hardy came here and made her first German record for Vogue. Work began for the 3rd German Pop Music Festival and 297 songs were sent in by songwriters here for consideration. Last year's festival resulted in over 2 million sold records. Sonny Rollins made his first trip to Germany. Gus Backus and Peter Kraus both went to the U.S. for productions for MGM. The low price LP business started in Germany. Musikvertrieb A.B. in Zurich took over Ariola for Switzerland. Philips released their second LP under the title Cash Box Top 100.

Hans R. Beierlein reported that the 2nd German recording of Petula Clark in German passed the 100,000 mark in sales after only 2 weeks. Ariola reported that their sales for January/February topped the previous year by 300%. Teldec picked up the rights for the soundtrack to the new German production of "3 Penny Opera." Independent production started in a big way in Germany and two indie discs "Wini-Wini" and "Blame it on the Bossa Nova" went on to head the charts here. The "All Star Festival" LP for the United Nations Refugee Fund was released by Philips here and went on to top all other European countries with over 200,000 records sold by Philips here. Peter Hinnin flew to N.Y. for appearances on the Jack Paar Show.

MARCH

Hans Gerig Music took all 3 prizes in the "top carnival song" awards from Radio Luxemburg and took 2 of the 3 prizes in the pop competition. Radio Luxemburg awarded their gold, silver and bronze lions to Freddy, Will Brandes, Sacha Distel and Joey Dee for the most requested tunes of the first 3 months of 1963. Pat Thomas visited Germany for TV shots and promotion on her new LP by MGM. Brenda Lee began producing in German with A&R work handled by Bert Kaempfert. Ariola started their "Eurodisc" label for classical music and took over A&R man Fritz Ganss from Electrola and several name artists including Rudolf Schock who visited the states to do several concerts including a Carnegie Hall shot. Philips changed their name from Deutsche Philips to Philips Ton GMBH with Hans Schrade as General Manager. After a long period of time CBS records finally got started in Germany with Bernhard Mikulski as head. Verve records left Mr. Mikulski to go with Deutsche Grammophon but Mikulski held on to Roulette, Blue Note and several other important lines. Heidi Bruhl from Philips represented Germany in the "Song From Europe Contest" in London. 2nd TV started a German Hit Parade Show. Electrola released a "Music in all cities and Towns" LP series with 12 cities represented and the series won the Gran Prix du Disque in Paris.

(Continued on page 49)

CELEBRATED INTERNATIONAL ARTISTS

Gianna d'Angelo
Inge Borkh
Grace Bumbry
Fiorenza Cossotto
Gloria Davy
Monique Haas
Gerty Herzog
Gundula Janowitz
Sena Jurinac
Erika Köth
Pilar Lorengar
Nan Merriman
Martha Mödl
Leonie Rysanek
Renata Scotto
Irmgard Seefried
Maria Stader
Antonietta Stella
Rita Streich
Astrid Varnay
Stefania Woytowicz

Géza Anda
Karel Ancerl
Stefan Askenase
Ettore Bastianini
Carlo Bergonzi
Walter Berry
Karl Böhm
Kim Borg
Renato Capecchi
Boris Christoff
Jörg Demus
Dietrich Fischer-Dieskau
Andor Foldes
Pierre Fournier
Ferenc Fricsay †
Josef Greindl
Friedrich Gulda
Ernst Haefliger
Hans Hotter
Eugen Jochum
Herbert von Karajan
Wilhelm Kempff
Waldemar Kmentt

Sándor Kónya
Rafael Kubelik
Ferdinand Leitner
Leopold Ludwig
Lorin Maazel
Enrico Mainardi
Igor Markevitch
Jewgenij Mrawinskij
David und Igor Oistrach
Bernhard Paumgartner
Gianni Poggi
Hermann Prey
Gianni Raimondi
Karl Richter
Svjatoslav Richter
Hans Schmidt-Isserstedt
Wolfgang Schneiderhan
Carl Seemann
Giuseppe di Stefano
Horst Stein
George Szell
Jess Thomas
Tamàs Vàsàry
Antonio Votto
Eberhard Waechter
Erik Werba
Wolfgang Windgassen
Nicanor Zabaleta

Amadeus-Quartett
Bamberger Symphoniker
Symphonie-Orchester des Bayrischen Rundfunks
Berliner Philharmoniker
Camerata Academica
Don Kosaken
Festival Strings Lucerne
Lamoureux-Orchester Paris
Leningrader Philharmonie
Orchester der Mailänder Scala
Orchestre National Paris
Radio-Symphonie-Orchester Berlin
Regensburger Domspatzen
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Aoyama Michi
Mina

Sachiko Nishida
Laura Villa

Peter Alexander
Marcel Amont
Gus Backus
Fred Bertelmann
Will Brandes
Lou van Burg
René Carol
Hans Carste
Tony Dallara
Bert Kaempfert

Jacques Denjean
Sacha Distel
Johnny Dorelli
Kurt Edelhagen
Johannes Fehring
Freddy Quinn
Ladi Geisler
Max Greger
Erwin Halletz
Alfred Hause
Ted Herold
Paul Hörbiger
Sven Uwe Jenssen

René Kollo
Peter Kraus
Martin Lauer
Alberto de Luque
Franz Marszalek
Willy Millowitsch
Hazy Osterwald
Carlos Otero
„Crazy Otto"
Gene Reed
Ivo Robic
Henri Salvador
Werner Scharfenberger

Willy Schneider
Tony Sheridan
Horst Wende
John William
Helmut Zacharias

Quartetto Cetra
Les Compagnons de la Chanson
Los Espanoles
Geschwister Fahrnberger
Friedel Hensch und die Cyprys
Ming Luhulima Ensemble
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TOP INTERNATIONAL STARS

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Bert Kaempfert — Afrikaan Beat
DECCA

Bert Kaempfert — That Happy Feeling
DECCA

Lolita — Seemann
KAPP

Crazy Otto — Smiles
DECCA

Crazy Otto — Crazy Otto Rag
DECCA

Ivo Robic — Morgen
LAURIE

Caterina Valente — The Breeze And I
DECCA

Caterina Valente — Malaguena
DECCA

Helmut Zacharias — When The White Lilacs Bloom Again
DECCA

LONGPLAYS

Bert Kaempfert — Wonderland By Night
DECCA

Bert Kaempfert — Afrikaan Beat
DECCA

Bert Kaempfert — That Happy Feeling
DECCA

Werner Müller — Holiday in Italy
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Werner Müller / Helmut Zacharias — One Million Strings
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Crazy Otto — Crazy Otto Solos
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SUPREME QUALITY THE WORLD OVER

GERMANY—The Past 12 Months

(Continued from page 44)

APRIL

Billy Mo from Teldec had his first chart topper with "I'd rather buy a Tyrolian Hat" sung in German. A Tamoure craze started in the record industry but only Hawaiiana Melodie and Wini-Wini both published by Gerd Hammerling's Nero Music and "My bride can do that better" published by Rolf Budde made the charts. The dance never caught on. CBS released 300 LP's, about 100 EP's and over 30 singles to kick off the label here. Michael Arends picked up the important Burlington Publishing group for his publishing company. Helmut Jantsch left his A&R post at Ariola to go indie. The popular teenage magazine "Bravo" awarded their "Otto" prizes for the most popular record stars. The distaff awards went to Connie Francis for the second year in a row, Caterina Valente and Conny Froboess in that order. The male honors went to Freddy, American Gus Backus and Rex Gildo in that order. Edith Piaf did her first German tour. Ariola took over the Colpix label in Germany, Austria and Switzerland. Christa Williams left Ariola to go to the indie AMFED productions who distribute the gal through Metronome. The Brothers Four were the first CBS artists to hit Germany and were recorded in German by A&R man Gilbert Obermaier. Electrola records divided their press-public relations and artist promotion departments for pop and classical. Herfrid Kier takes over the classical side of the picture, Walther Friedrich took over pop artist promotion and Marianne Schönfeldt is heading the pop press bureau. Otto Dehmler who was heading artist promotion took over the Electrola publishing company, Accord. Rudi Von Der Dovenmuhle left his A&R post at Teldec to sign a 5 year A&R contract with Amadeo. Max Gregor left Ariola to return to Polydor. Holland's Anneke Groenloh made her first German recordings for Philips. 1962 sales figures for Germany were announced and the trend was that singles dropped tremendously, the 12" LP gained 27% in sales dollar volume wise. Export rose 12.3% and import rose 21.4%. Stereo also gained in popularity.

MAY

Russ Garcia moved to Germany. Teldec awarded a gold record to the Egerlander Musikanten for over 2 million sold records. Helen Shapiro and Pat Boone did their first tour of Germany and Pat recorded his first German waxing. Ariola director Rudolf Engleder flew to the Far East for business in Tokyo, Bankok and Hongkong.

The U.S. State Dept., finally agreed to pay the German copyright and performance agency for plays on the American Forces Network. Gema picked up 75,000 dollars for past years and 31,000 dollars a year for future plays. Philips issued the first special jazz LP selling for under $2.50 with Cannonball Adderly as artist. The Alien Property Custodian Act was finally repelled and all German songs confiscated by the U.S. during the war were given back to the German publishers and authors. Herman Starr of Harms-Witmark visited Rolf Budde in Baden-Baden.

JUNE

"The Lazy, Hazy, Crazy Days of Summer" started with the tune of the same name written by Hans Carste and Hans Bradtke and published by Rolf Budde making its way into the Cash Box top 100 sung by Nat "King" Cole. David Rose did his first LP in Germany for MGM. Songwriter Harry Tobias visited Germany. Metronome records started a new LP series selling for $3.20. Electrola signed the Hazy Osterwald Quintet away from Polydor. "Blame It On The Bossa Nova" sung by newcomer Manuela on Telefunken topped the charts here. Globus Automaten celebrated their 10th anniversary in business. CBS released a Joey Dee LP selling for $2.40. At the German Pop Music Festival 3 German songs won awards for the most performed songs of the past year. First place went to "Tanze Mit Mir In Den Morgen" (Dance with me in the morning) published by Melodie Der Welt and sung by Gerhard Wendland on Philips, second prize went to "Zuckerpuppe" (Sugar doll) published by Hans Gerig and recorded by Bill Ramsey on Polydor and third prize went to "2 Kleine Italiener" (2 Little Italians) published by Peter Meisel and recorded by Conny on Electrola. "2 Little Italians" also picked up the first golden record for 1 million sales in one year. The Electrola "Silver Dog" awards were made in Cologne on June 6th. Jayne Mansfield recorded her first record for Germany for Polydor. Gitte took first place at the German Pop Music Festival at Baden-Baden with her Electrola recorded song "Ich Will 'nen Cowboy als Mann" (I want to marry a cowboy) published by Minerva Music and written by Rudi Von Der Dovenmuhle and Ariola producer Nils Nobach. The record immediately began to sell like hotcakes.

JULY

Reports for sales in Germany during the first 3 months of 1963 showed a singles loss of 17.5% over the previous year but a 57.4% gain in LP sales. EP's lost 3.8%, exports picked up by 6.4% and imports by 10%. Ralph Maria Siegel celebrated his 15th year in the publishing business. Hans-Georg Ehmke took over the export department of Ariola in addition to the import department. Barbara Eggers took over the catalogue department and Wolfgang Renk took over the affiliate in Frankfurt for the firm. Larry Yaskiel from England took over the international dept. of German Vogue. Petula Clark made her first tour of Germany. Glyn Taylor of Southern Music in South Africa visited Germany for talks with Peer Music boss Theo Seeger. Gerhard Schultze's Loewen Automaten started a new Quick Record Service and hopes to raise their volume in their 12 one-stops from 650,000 to a million records this year. Richard Anthony did his first German recordings for Electrola. Bobby Darin also did his first German waxings for the firm. The slop started on its way to popularity. The film "The Endless Night" took the music awards at the Berlin film festival and Philips A&R man Peter Thomas picked up the award for his music. Edition Coda signed a new long term contract for Francis Day and Hunter in Switzerland. Freddy picked up the 2nd gold record of the year for 1 million sales on 1 record for his "Junge, komm bald wieder" co-published by Esplanade and Sikorski and released on Polydor. The awards were made on a ship in Hamburg on July 18th.

That's about it for this year in Germany. Cash Box will be on hand to report the excitement that is the record business in Germany again in the coming year, number 22 for the magazine and now the most popular international trade paper in Germany.

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GERMANY'S BEST SELLERS (TOP TEN TUNES) OF THE LAST 12 MONTHS—JULY-JUNE

Title	Artist	Distributor	Publisher
★Ich Schau Den Weissen Wolken Nach (I Look at the white clouds)	Nana Mouskouri	Philips	P. Schaeffers
★Einmal Weht Der Suedwind Wieder (The South Wind Will Blow Again)	Nana Mouskouri	Philips	P. Schaeffers
★Heisser Sand (Hot Sand)	Mina	D.G.G.	H. Gerig
Auf Wiedersehn Marlene	Bob Moore	Teldec	R. M. Siegel
Blaues Boot Der Sehnsucht (Little Ship)	Blue Diamonds	Philips	Aberbach
Tu Mir Nicht Weh (Don't break the heart that loves you)	Connie Francis	D.G.G.	H. Gerig
★Alo Ahe	Freddy	D.G.G.	Esplanade
Good Luck Charm	Elvis Presley	Teldec	Aberbach
Caterina	Perry Como/ Willy Hagara	Teldec/Philips	A. Seith
★Lady Sunshine & Mr. Moon	Conny	Electrola	H. Gerig
★Schau Mir Nochmal In Die Augen (Look into my eyes once again)	Gerhard Wendland	Philips	M.D.W.
★Schlaefst Du Schon?	Gerhard Wendland	Philips	M.D.W.
Auf Meiner Ranch Bin Ich Koenig (El Rancho Grande)	Peter Hinnen	Ariola	R. M. Siegel
Quando, Quando, Quando	Caterina & Sylvio	Teldec	Rolf Budde
Geh Nicht Vorbei (Walk On By)	Rex Gildo	Electrola	F.D.H.
★Sweety	Peter Kraus	D.G.G.	H. Gerig
★Ein Dutzend Andere Maenner (A dozen other men)	Gerd Boettcher	Teldec	Montana
★Paradiso	Connie Francis	D.G.G.	Schneider
Ginny Oh Ginny	Jan & Kjeld/ Brian Hyland	Ariola/Philips	W. Meisel
★Linda	Gus Backus	D.G.G.	H. Gerig
Speedy Gonzales	Pat Boone/Rex Gildo	Teldec/Electrola	Schaeffers
Rosen Sind Rot (Roses Are Red)	Caterina Valente	Teldec	H. Gerig
★Weine Keine Trane Um Mich (Don't cry a tear over me)	Bobby Vinton	Electrola	
Ya Ya Twist	Carlos Otero	D.G.G.	A. Seith
St. Tropez Twist	Joey Dee	Bernhard Mikulski	Marbot
Lost Patrol	Peppino Di Capri	Metronome	K. H. Busse
★Monsieur	Oberst Nicholson	Polydor/Mikulski	Schaeffers
★Ohne Krimi Geht Die Mimi Nie Ins Bett (Mimi won't go to bed without a murder mystery)	Petula Clark	Vogue	Montana
Auf Meiner Kleinen Hacienda (In My Adobe Hacienda)	Bill Ramsey	Electrola	M. Gerig
Adios Amigo	Bob Moore	Teldec	Peer
Am Horizont Irgendwo (Somewhere On The Horizon)	Sacha Distel	D.G.G.	H. Gerig
★Heimweh Nach Wind & Meer (Homesick for Wind & Sea)	Nana Mouskouri	Philips	A. Seith
★Baby Twist	Nana Mouskouri	Philips	Schaeffers
I Can't Stop Loving You	Will Brandes	D.G.G.	H. Gerig
Mary Rose (Rambling Rose)	Ray Charles/ Ivo Robic	Philips/D.G.G.	Aberbach
Was In Athen Geschah (It Happened In Athens)	Gerhard Wendland	Philips	R. Budde
★Fiesta Brasiliana/Tabu	Hannelore Auer	Electrola	H. Gerig
Liebe Die Nie Vergeht (Cuando Caliente El Sol)	Mina	D.G.G.	Viktoria/H. Gerig
★Madison In Mexico	Vittorio	Electrola	Peer
★Die Letzte Rose Der Praerie (The last rose of the prairie)	Caterina Valente	Teldec	M.D.W.
★Fuer Gaby Tu' Ich Allies	Martin Lauer	D.G.G.	H. Gerig
★Junge, Komm Bald Wieder	Gerd Boettcher	Teldec	R. Budde
Telstar	Freddy	D.G.G.	Esplanade/ Sikorski
★Wenn Du Gehst (When you go)	The Tornados	Teldec	P. Meisel
★Western Rose	Connie Francis	D.G.G.	Viktoria
Gaucho Mexicano (Jalisco)	Peter Kraus	D.G.G.	H. Gerig
Return to Sender	Renate & Werner	Leismann-Ariola Ariola	M.D.W.
Eso Beso	Elvis Presley	Teldec	Aberbach
Let's Dance	Paul Anka	Teldec	W. Meisel
★Ich Kauf Mir Lieber Einen Triroler Hut (I'd Rather Buy a Tyrolian Hat)	Chris Montez	Teldec	M.D.W.
★Casanova Baciami	Billy Mo	Teldec	K. H. Busse
Bonanza	Petula Clark	Vogue	Montana
Der King (King Of The Whole Wide World)	Ralf Paulsen	Electrola	A. Seith
★Wini-Wini	The Missouris	Teldec	Aberbach
★Maddelena	Hahiti Tamoures	D.G.G.	Nero
Pepino	Rex Gildo	Electrola	H. Gerig
Wenn Erst Der Abend Kommt (I'm Yours)	Vico Torriani/ Fredy Brock	Teldec/Ariola	Atrium
★Mr. Casanova	Peter Alexander	D.G.G.	Aberbach
★Hochzeit In Louisiana	Siw Malmkvist	Metronome	Montana
Lup-Di-Lu (Loop de Loop)	Caterina Valente	Teldec	P. Meisel
★Er Macht Mich Frank Der Mondschein An Der Donau (The moonlight on the danube makes me sick)	Caterina & Silvio	Teldec	M.D.W.
Wenn Ich Ein Cowboy Waer (If I was a cowboy)	Gus Backus	D.G.G.	H. Gerig
Schuld War Nur Der Bossa Nova (Blame it on the Bossa Nova)	Martin Lauer	D.G.G.	H. Gerig
★7000 Rinder (7000 Cattle)	Manuela	Teldec	P. Meisel
★Hawaiiana Melodie	Peter Hinnen	Ariola	P. Meisel
Meine Braut, Die Kann Das Besser (My bride can do that better)	Caterina Valente	Teldec	Nero
Kleine Nervensaege Monika (Lover's Lane)	Gerd Boettcher	Teldec	R. Budde
★Wir Koennten Freunde Sein (We could be friends)	Peter Beil	Fontana	H. Gerig
★Barcarole In Der Nacht (Barcarole in the Night)	Sacha Distel	D.G.G.	H. Gerig
Kiss Me Quick	Connie Francis	D.G.G.	Schneider
2 Blaue Vergissmeinnicht (Say wonderful things to me)	Elvis Presley/ Udo Jurgens	Teldec/Vogue	Aberbach
★Nachtexpress Nach St. Tropez	Rex Gildo	Electrola	Accord
★Ein Souvenir	Teddy Parker	Teldec	K. H. Busse
	Peter Kraus	D.G.G.	Montana

★—Original German Copyright

MILLION SELLERS IN GERMANY IN THE PAST YEAR

Zwei Kleine Italiener (2 Little Italians)	Conny Froeboess	Peter Meisel	Electrola
Junge, Komm Bald Wieder (Son, come home soon)	Freddy Quinn	Sikorski/Esplanad	Polydor

GERMAN TUNES THAT ENTERED THE CASH BOX TOP HUNDRED IN THE PAST 12 MONTHS

A Swinging Safari	Billy Vaughn	July 14, 1962
Those Lazy Hazy Crazy Days of Summer	Nat King Cole	May 11, 1963

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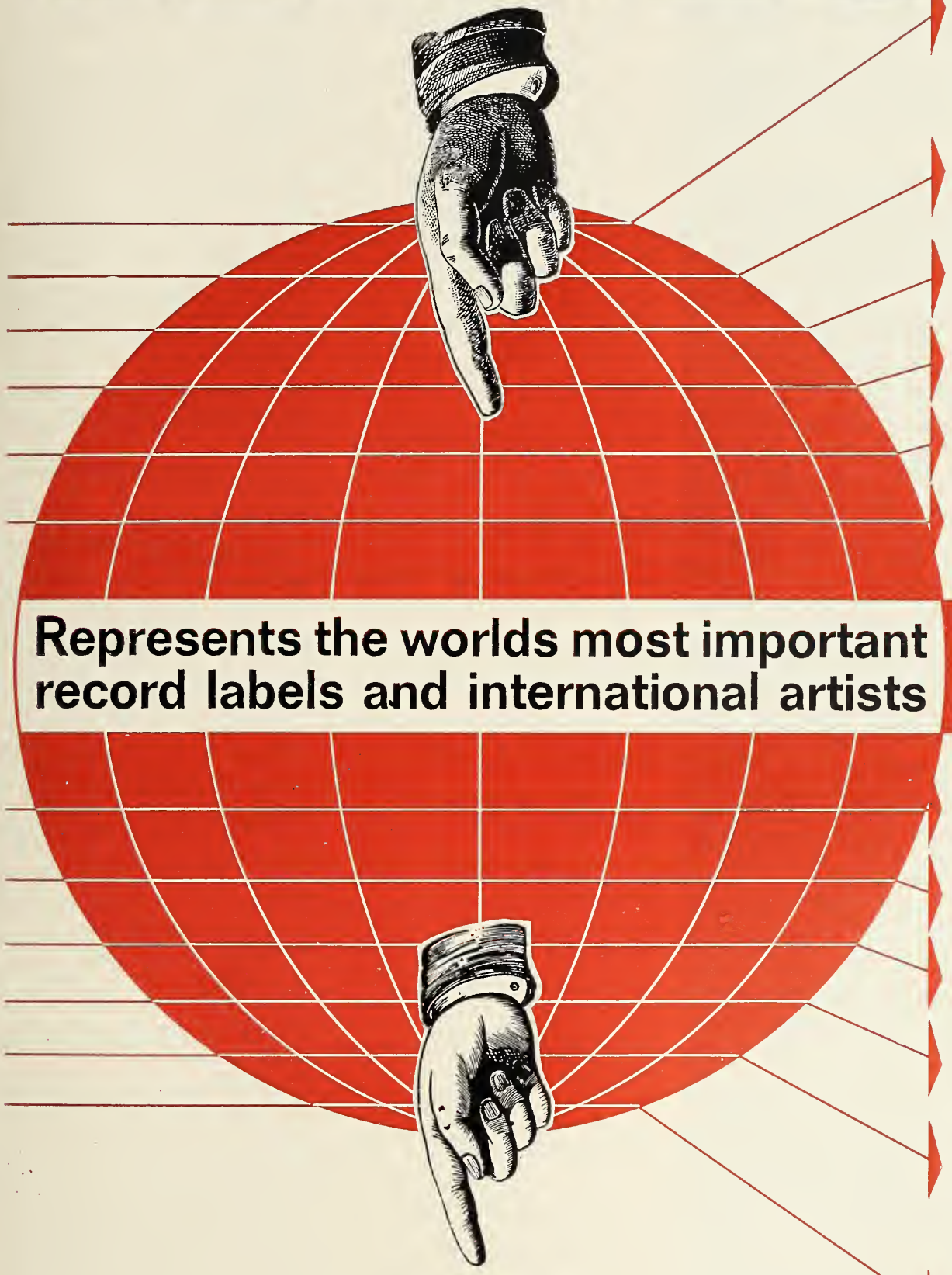

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CBS SCHALLPLATTEN—Palmengarten Str. 4-Frankfurt/Main Tel: 775544 (Linda, CBS, Blue Note, Roulette, Artone, Chess, Hictory, Cadence, Carina, Funckler, Checker, Palette, Candid)

DEUTSCHESCHALL PLATTEN—Darmstadt—Spree Str. 1—(Diskothek, Diskophon, Opera, DSG)

DEUTSCHE VOGUE RECORDS—Frankfurt/Main—Sophien Str. 44-771254 (Vogue, Pye, Durium, Peacock, Duke, Seeco, Music, Clan)

EGON DAVID RECORD- — Cologne-Vogelsanger Str. 165 (Tonika)

ELECTROLA RECORD CO. — Cologne — Braunsfeld—Maar Weg 149 Tel: 593131 (Electrola, Columbia, Capitol, HMV, Odeon, Parlaphon, Pathe, Liberty, EMI, Epic)

EUROPAISCHER PHONOKLUB—Stuttgart 1—Schliessfach 1285—(Cottas, Gong, Opera)

FANAL RECORDS—Munich 2—Karl Str. 55 (Fanal)

FUTURA TON—Hannover—Frieden Str. 11 (Futura Ton)

HOCHEDER & CO.—Dusseldorf—Wilhelm Marx Haus (Climax, Excelsior, Melojazz)

HOHNER RECORDS—9 Hohner Str.—Trossinger/Wurttemberg (Hohner)

ITALIA RECORDS—Sonnen Str. 20—Munich 15—Tel: 593501 (Italia)

JUPITER RECORDS—Munich 23—Am Biederstein 7 Tel: 335617 (Jupiter, Stellina)

P. P. KELEN RECORD CO.—Cologne—Hohenzollern Ring 38/42—(Orbis, Pantheon, Parnass)

METRONOME RECORD CO.—Hamburg 1—Heidenkampsweg 76b—Tel: 241261 (Metronome, Atlantic, Golden 12, Atco, Prestige, Simon)

MILERNO—Handelstr. 39—Cologne

MILLER INTERNATIONAL — Hamburg — Spalding Str. 160—Tel: 543031 (Somerset, Sonodor)

MODERN MUSIC PRODUCTIONS — Franz Josef Str. 2—Munich 13

MONOPOL RECORDS—Wittelsbacher Str. 18—Berlin—Tel: 902345—(Monopol)

OSCA RECORDS—Rotwand Str. 16—Munich-Grosshesselohe—Tel: 794266 (Tempo, Osca)

PHILIPS TON GMBH—Hamburg 1—Moenckeberg Str. 7—Tel: 321017 (Philips, Fontana, Pergola, Vee Jay, ABC Paramount, Contemporary, Goodtime Jazz, Riverside, World Pacific, Interdisc, Mercury)

PALLAS RECORDS—Diepholz/Bremen—Hindenburg Str. 50 (Pallas, Dooley, Hohner, Meteor, Orchestrola)

PRO MUSIKA RECORDS—Stuttgart-Hauptstatter Str. 57 (Pro Musika)

RECO RECORDS—Frankfurt/Main-Jahn Str. 62—Tel: 595858—(Oriole, Embassy, Norman Petty Productions)

RING DER MUSIKFREUNDE—Postfach 1404—Cologne

777 RECORDS—Rheinhausen—IM Kirling 11—Postfach 36 (777)

SCHALLPLATTEN VERTRIEB MUENCHEN—Munich—Nymphenburger Str. 38 Tel: 550685 (Bella Musica, Superton, Starlet)

SCHALLPLATTENFABRIK SPEC.—Neurieder Str. 56—Munich 49

STUTTGARTER HAUSBUCHEREI — Libanon Str. 3/5—Stuttgart

SUPRAHON—Hess Str. 39/41—Munich 13 (Supraphon)

TEFI WERKE GMBH—Porz/Cologne—Kolner Str. 8/12 (Tefi Tapes)

TELDEC RECORD CO.—Hamburg 19—Heuss Weg 25—Tel: 401111 (Telefunken, Decca, London, Warner Bros., RCA, Dot, Sun, Imperial, Monument)

TERRA TON GMBH—Buederich/Dusseldorf—In Der Meer 9 (Arabella, Joker, Lasso, Terra, Viaphon, Voxim)

TIP RECORDS—Adolf Str. 58—Hamburg 22 (Tip)

TONSTUDIO CASTON—Liebig Str. 10A—Munich 22

TON KUNST VERLAG—Darmstadt/Eberstadt—Heinrich Delp Str. 273 (Cantate)

TON TREU RECORDS—Dusseldorf/Freiligrath Str. 24 (Ton Treu)

VOX-IMAGO RECORDS — Grosskoenigsdorf/Cologne—Frechen 2025 (Alfa, Imago, Imavox, Melos, Teddy, Vox)

FUNK RECORDS—C/O Otto Kuhl Verlag—Cologne, Am Hof 34/36—Tel: 212276

AMFED RECORD PRODUCTIONS — Lechel Str. 49—Munich—Allach—Tel: 540761

GERMANY—Vital Statistics

POPULATION: (West Germany) 59 Million with 19 Million Households
PER CAPITA INCOME: 170 dollars (680 marks) Monthly
HOMES WITH RECORD PLAYERS: 7.7 Million

RECORD SALES—1962:

SINGLES	30.4 million	(1961—32	million)
12" LP'S	5.7 million	(1961— 4.45	million)
10" LP'S	2.0 million	(1961— 3.1	million)
EP'S	9.2 million	(1961— 9.9	million)

RECORD SALES—FIRST QUARTER—1963

SINGLES	7.1 million	(1962— 8.6	million)
12" LP'S	1.5 million	(1962— 0.9	million)
10" LP'S	0.5 million	(1962— 0.5	million)
EP'S	2.0 million	(1962— 2.1	million)

EXPORT SALES—1962:

SINGLES	5.1 million	(1961— 5.2	million)
EP'S	1.9 million	(1961— 2.1	million)
12" LP'S	2.9 million	(1961— 2.2	million)
10" LP'S	0.4 million	(1961— 0.5	million)

IMPORT SALES—1962:

SINGLES	0.34 million	(1961— 0.3	million)
EP'S	0.3 million	(1961— 0.27	million)
10" LP'S	0.1 million	(1961— 0.16	million)
12" LP'S	0.68 million	(1961— 0.52	million)

EXPORT SALES—1st Quarter—1963 2.45 Million (1962—2.3 Million)
IMPORT SALES—1st Quarter—1963 0.367 Million (1962—0.333 Million)
STEREO SALES: 1962 0.876 Million (1961—0.830 Million)
STEREO SALES: 1st Quarter 1963 0.2745 Million (1962—0.1843 Million)
AVERAGE RETAIL PRICE: 12" LP'S 4.50 dollars
EP'S 2.00 dollars
SINGLES 1.19 dollars

DISCOUNTING: Seldom

IMPORTANT REGULATIONS: Duty value, 43% of list price when imported from other common market countries, 7%. In all cases, 6% purchase tax must be paid. GEMA, German performing rights society gets 8% of retail price for singles. GEMA contracts for new firms (manufacturers, importers, etc.) costs 5,000 DM (1,250 dollars) and GEMA licensing fees are then payable after sale of records.

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83270 Das Programm geht weiter
83295 Berlin — die dufte Stadt
80718 The Unforgettable Joseph Schmidt
83484 Richard Tauber singt deutsche Volkslieder
83321 Hoppla, jetzt komm' ich

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GERMANY'S ALL TIME BEST SELLERS

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O Mein Papa	Lys Assia	Teldec/Philips
Third Man Theme	Anton Karas	Teldec
Sail Along Silvery Moon	Billy Vaughn	Teldec
Auf Weidersehn	Billy Vaughn	Teldec
Blueberry Hill	Billy Vaughn	Teldec
My Happiness	Christa Williams/ Gittal Lind	Teldec
River Kwai March	Mitch Miller	Philips
Mack The Knife	Louis Armstrong	Philips
Tiger Rag	Louis Armstrong	Philips
In München Steht Ein Hofbräuhaus	Die Wikinger Blasorchester	Philips
Nimm Mich Mit, Kapitän	Will Höhne	Philips
Der Appenzeller Jodler	Franzl Lang	
Que Sera, Sera	Doris Day	Philips
Rock Around the Clock	Bill Haley	Deutsche Grammophon
Ave Maria	Margot Guilleaume	Deutsche Grammophon
Ständchen	Ferry Taby	Deutsche Grammophon
Largo	Walter Günther	Deutsche Grammophon
Holzschutanz	Hans Carste	Deutsche Grammophon
Wenn Das Wasser Im Rhein Gold'ner Wein Wär	Willy Schneider	Deutsche Grammophon
Mann Musste Nochmal Zwanzig Sein	Willy Schneider	Deutsche Grammophon
Kaiser Walzer	Hermann Hagestedt	Deutsche Grammophon
Die Musik Kommt	Peter Alexander	Deutsche Grammophon
Charmaine	Mantovani	Teldec
Der Lachende Vagabund	Fred Bertelmann	Electrola
Lili Marlen	Lale Anderson	Electrola
In Einer Kleinen Konditorei	Paul Kuhn/Alice Babs	Electrola
Kauf Dir Einen Bunten Luftballon	Paul Kuhn	Electrola
Es War Einmal Ein Musikus	Alice Babs/Paul Kuhn/ Erik Neumann/Swend Assmusen	Electrola
Träumen Von Der Südsee	Will Brandes/Hans Lucas	Electrola
Vava Con Dios	Les Paul/Mary Ford	Electrola
Reite Kleiner Reiter	Die Vagabunden	Electrola

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EDITION ESPLANADE—2 SONGS
SCHNEIDER MUSIKVERLAGE—2 SONGS
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Brenner & Stangelmeier, Pfarrweg 30, Munich 9
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Karl Dohler, Ziegelstr. 16, Ravensburg
Josef Ertl, Schmellerstr. 11, Munich 12
Etiketten Schreiner, Wilhelm-Mayr Str. 11, Munich 42
Etiketten und Stahlstichruck, Pflinganserstr. 132, Munich 25
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Karl Grammlich, Schmidstr., Pliezhausen/Wurttemberg
Gutenberg Druckerei Mainz, Reich-Klara Str. 10, Mainz
Gehr. Haerti, Adlzreiterstr. 18, Munch 15
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Wilhelm K. Homa, Jahnstr. 10, Memmingen
Hugle & Rehm, Hollstr. 1, Radolfzell (Bodensee)
Klein & Volbert, Bottingerstr. 94, Munich
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Karl Linneppe, Lutherstr., Ludenscheidt
Hans Marquardt, Prinzenweg 11a, Regensburg
O. Maubach, Weinbergstr. 1, Mainz-Mombach
Munchberg-Helmbrechtser Zeitung Bahnhofstr. 19, Munchberg
Ludwig Noltemeyer, Hildesheimer Str. 65, Braunschweig
Offsetdruckerei Marianne Blattner, Rumfordstr. 18, Munich 5
H. Prickarts, Weinbergstr. 1, Mainz-Mombach
Druckerei Proppe, Neumunster
G. Putz, Planeggerstr. 16, Munich
Emil Rapp, Banddruckerei, Mohringen/Baden
Schagen & Eschen, Lurriper Str. 14, Monchen-Gladbach
Ludwig Schmidt, Dielinger Str. 10-11, Osnabruck
Ch. Seitz, Rollbuhlstr. 61a, Mannheim-Kafertal
Franz X. Seitz, Rumfordstr. 23, Munch 5
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Streckel & Co., Kapellenstr. 36, Rastatt
Karl Theyser, Druckerei, Mainz
L. F. Thomas, Lehmweg 36, Plettenberg Holthausen
K. Unterholzer, ImPlerstr. 51, Munch 25
Vereingte Offsettdruckereien, Mannhein-Neckarau
Gebruder Voit, Postfach, Nurnberg 16

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Electrola, Marrweg 149, Cologne-Braunsfeld
Hildebrand & Richter, Kirchgellersen uber Luneburg 1
Ernst Kalkof, Gassner Allee 41, Mainz
Pallas-Schallplatten, Diepholz/Hannover
TELEDEC-SCHALLPLATTEN Niedernstr., Nortorf
Karl Wenzel, Haptstr. 57, Orschweier/Baden

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GEMA-Gesellschaft fur musikalische Auffuhrungsund mechanische Vervielfaltigungsrechte, Herzog-Wilhelmstr. 19, Munich
GVL—Gesellschaft zus Verwertung von Leistungsschutzrechten, Spichernstr. 55, Cologne

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Klein & Hartmann, Lutzowufer 12, Berlin W. 15
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Kolwi-Burobedarf, Hoorwiese 5, Morsbach/Sieg
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Gebhard Riegger, Guterbahnhof, Ditzingen/Wurttemb
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(Continued from page 42)

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Phone: Taipei 97-126
Cable: QUEENCO TAIPEI
Pres.: Mr. John Y. Yang
Labels (domestic): Queen

UNIVERSAL RECORDING CO., LTD.—P.O. Box 694—TAIPEI
(256, Hsi Yuan Road, Section 2—Taipei)
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Cable: UNIVERECOD TAIPEI
Pres.: Mr. Hanslin Huang
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GHANA

RECORD MFRS

BHOJSONS & CO. (GHANA) LTD.—P.O. Box 1531—ACCRA
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Phone: 6-4488, 6-3184, 6-6116
Cable: BHOJSONS ACCRA
Pres.: Mr. M. B. Mahtani
Lables (domestic): Decca, His Master's Voice, Yellow Label
Labels (others): Brunswick, Captiol, London, Warner Bros., etc.

GERMANY
(See Germany Section)

GREECE

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Director: Mr. Cimon Kyprianos

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Pres.: Mr. Evans Plomaritis

MAISON DE MUSIQUE PHILIPPE NAKAS—2 Rue Harilaou Trikoupi—ATHENS
Phone: 612.720
Cable: NAKASFIL ATHENS
Pres.: Mr. Philippe Nakas

MICHAEL GAETANOS—10, Stoa Arsakiou—ATHENS
Phone: 222.876
Cable: MIGAETANOS ATHENS
Pres.: Mr. Michael Gaetanos

RECORD MFRS

GREEK PHONOGRAPH RECORD HOUSE—Platia Kolokotroni 3—ATHENS
Phone: 231.533, 233.069
Cable: GEORPH ATHENS
Pres.: Mr. Georgios Orphanidis
Labels (domestic): RCA Victor
Labels (others): Aristocrat, Carisch, Fonit, Hickory, Imperial, Melophone, Pathé, Telefunken, United Artists

HELLADISC S.A. GRAMOPHONE RECORDS CO.—Ermou Street 8—ATHENS
Phone: 238.291/3
Cable: HELLADISC ATHENS
Pres.: Mr. Nikolas Antippas
Labels (domestic): Fidelity, Philips, Polydisc, Polydor
Labels (others): Archiv-Produktion, Atlantic, Audio Fidelity, Barclay, Bel Air, Cameo, Coral, Deutsche Grammophon, Erato, Fontana, Heliodor, Mercury, Parkway, Riverside, Roulette, 20th Fox.

LAMBROPOULOS BROS., LTD.—8B, Lykourgou Street ATHENS
Phone: 527.168, 527.287
Cable: ADELAMBRO ATHENS
Pres.: Mr. Xenophon Lambropoulos
Labels (domestic): Columbia, His Master's Voice
Labels (others): ABC-Paramount, Capitol

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Phone: 227.329
Cable: ATHENERECORD ARISTIDOU ATHENS
Pres.: Mr. Anthony Plomaritis
Labels (domestic): Athenee, Melody
Labels (others): Artone, Cetra, Combo, Everest, Festival, Primary, Ricordi, RiFi, Vedette, Vogue.

MINOS MATSAS & SON — 48, Stadiou Street — ATHENS
Phone: 228.660
Cable: ODEOPARLOPHONE ATHENS
Pres.: Mr. Minos Matsas
Labels (domestic): Odeon, Parlophone
Labels (others): Warner Bros.

MUSIC-BOX—2, Nikis Street—ATHENS 126
Phone: 221.574
Cable: THOMS ATHENS
Pres.: Mr. Martin Th. Gesar
Labels (domestic): Music-Box
Labels (others): Ariola, CBS, Colpix, Decca, Dot, Durium, Fonior, Hispavox, Liberty, London, MGM, Motown, Palette, Societé Française du Son, Stateside, Tamla, Telefunken.

GREENLAND
(See Greenland Section)

GUATEMALA

RECORD MFRS

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Phone: 29645
Cable: MUSICAL GUATEMALA
Pres.: Ing. M. R. Wunderlich
Labels (domestic): Iximché
Labels (others): Columbia, Capitol, RCA Victor

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Pres.: Mr. León de León Flores
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GRABADORA TIKAL — 18 Calle 3-60, Zona 1 — GUATEMALA CITY
Phone: 28545
Cable: TIKALSA GUATEMALA
Pres.: Mr. Salvador Avelar G.
Labels (domestic): Tikal, Tirosa

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Phone: 22330
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Pres.: Mr. Haroldo Castillo Obregón
Labels (domestic): Ayarza, Exitos, Maya, Romendy, Utatlán
Labels (others): among others Gamma, Kismet, Montilla, Musart, Orfeón, RCA Camden, Seeco, etc.

(Continued on page 57)

GERMANY—Pressing Plants

Berliner Schallplatten-Fabrik, Metrophon, Konigsalle 41, Berlin-Grunewald
Calig Bildband, Werderstr. 6, Freiburg/Braisgau
Deutsche Grammophon, Podbielskistr. 164, Hannover
Electrola, Bismarckstr. 33, Berlin-Charlottenburg 4
Hildebrand & Richter, Kirchgellersen uber Luneburg
Jano Studios, Kreuzstr. 76, Castrop-Rauxel 1
Jazztone Society, Gruneburgweg 9, Frankfurt/Main
P. P. Kelen, Hohenzollernring 38, Cologne
Pallas, Postfach 186, Diepholz
Saarlandische Kondensatoren-Fabrik, Provinzialstr. 19, Brebach uber Saarbrucken
Saniphon-Heilton, Mommsenstr. 8, Berlin-Charlottenburg 4
Sonopress, Eickhoffstr. 12, Gutersloh
Special Record, Neuriedestr 56, Munich 49
Stahl, Kern Kahles & Co., Michelstadt/Odenwald

TELDEC
Niedernstr., Nortorf
Terra-Ton, Postfach 4 b, Dusseldorf-Buderrich
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(Continued from page 56)

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Cable: MUSICENTER PORTAUPRINCE
Pres.: Mr. Joe G. Anson
Labels (domestic): Ibo

HOLLAND
(See Holland Section)

HONDURAS

RECORD MFRS

CASA CARLOS A ZUÑIGA — Apartado C-32 — TEGUCIGALPA, D.C.
Phone: 11-63
Cable: ZUNCO TEGUCIGALPA
Pres.: Mr. Carlos A. Zuñiga
Labels (domestic): Carrousel
Lables (others): Ansonia, Capitol, Musart, Peerless, RCA Victor, Seeco.

FRANCISCO J. YONES — Apartado No 39 — SAN PEDRO SULA
Phone: 11-50, 15-88
Cable: YONES SANPEDROSULA
Pres.: Mr. Francisco J. Yones
Lables (others): Columbia, Decca, Gamma.
Distributor of: Peerless, RCA Victor, Victor Mexicana, etc.

HONG KONG

RECORD MFRS

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Cable: EMITRON HONGKONG
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Labels (domestic): Columbia, Pathe (Chinese)
Labels (others): Epic, Laurie, Rendezvous, Scepter, Sonet, Wand.

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Agency for: CBS, Mercury, Philips, Riverside

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Phone: 35911
Cable: JARDIMPO HONGKONG
Pres.: Mr. H. D. M. Barton
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Labels (others): Capitol, Encore, His Master's Voice (for Macao only), Parlophone, Stateside, Warner Bros.

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(Alexandra House—Chater Road—Hong Kong)
Phone: 33172, 20527
Cable: MOUTRIE HONGKONG
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Director: Mr. Béla Tardos

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QUALITON HUNGARIAN GRAMOPHONE RECORDS—P.O. Box 53—BUDAPEST V
(Semmelweiss-utca 1-3—Budapest V)
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Editions Musicales S.A.
18 Rue Du Faubourg Poissonniere
Tel: Provence 40-37
Paris

BUSSE MUSIK

HEADQUARTERS: SONNENSTRASSE 20, MUNICH
TELEPHONE 593501/594080
Telex: 05-24777 Cables: BUSSEMUSIC MUNICH
A MEMBER OF THE INTERVOX ORGANIZATION

(Continued from page 22)

SO. AFRICA RECORD COMPANIES

GALLO AFRICA LTD.
So. African Labels: Continental, Festival, Gallotone, Gallotone Jive, New Sound, U.S.A.
Overseas Labels: ABC Paramount, Ace of Clubs, Archive, Argo, Ateo, Atlantic, Beltona, Brunswick, Big Top, Challenge, Clancelentano, Coral, Decca, Duetsche Gram, Durium, Felsted, Heliotor, Kapp, London, Polydor, Somerset, Surboum African Jazz, Telefunken, Vogue, Wallis Original.

TRUTONE (PROPRIETARY) LTD.
So. African Labels: Banut Batho, Envee, Juweel, Parade, Perel, Pret, Quality, Rave, Renown, Ridge, Trutone, Winner.
Overseas Labels: Ascot, Command, Dot, End, Gone, Grand Award, Imperial, Roost, Roulette, Somerset, Teco, United Artists, Verve, Vox, Westminster.

GRAMOPHONE RECORD COMPANY LTD.
So. African Labels: C.B.S., Harmony, Trek, Tropic, Unika, Zonk.
Overseas Labels: Mercury, Pacific Jazz, Philips, Riverside, Smash, World Pacific, Wing.

EMI SOUTH AFRICA (PROPRIETARY) LTD.
Overseas Labels: Capital, Columbia, H.M.V., Liberty, M.G.M., Parlophone, Odeon, Pye, Stateside, Top Rank, Warner Bros.

TEAL RECORD COMPANY, LTD.
So. African Labels: Drum, Golden, Teal.
Overseas Labels: Delyse, R.C.A., R.C.A. Victor, Reprise

TROUBADOUR RECORDS (PROPRIETARY) LTD.
So. African Labels: Church, Goli, Hit, Manzini, Troubadour.

METEOR RECORDS (PROPRIETARY) LTD.
So. African Labels: Big Beat, Fakkel, Jazz, Kristal, Meritone, Meritone Big Beat, Meteor, Saffier, The Big Eight.
Overseas Labels: Candid, G.G.D., Hispavox, Musidisc, Rodeo

SO. AFRICA PAST 12 MONTHS

To overcome the vital problem of exposure, the South African Record Manufacturers Association has embarked on a nation-wide press campaign to stimulate record buying. Full pages are being taken on a regular basis in the major newspapers throughout the country. Although all member companies are rivals in business, they are successfully uniting as an association to promote records. The Association has also scheduled a 'Record Festival' for South Africa. Plans are being laid now for a big nation-wide promotion with all companies taking part.

Very much alive to the lack of adequate promotional outlets in this country, Teal Record Company Limited, RCA and Reprise franchise holders, undertook the largest promotional campaign of its kind ever staged by a record company in the country. In August 1962, Jim Reeves, Chet Atkins and Floyd Cramer toured the country. What followed is now record industry history in this territory. Jim Reeves, already a popular artist here before he arrived, was welcomed like a reigning monarch. When the trio left a few weeks later Teal Record Company Limited wallowed happily in one of the biggest record selling sprees ever known here. Every little dealer in every country town had to have good stocks of Jim Reeves records. Jim Reeves' "Adios Amigo" became far and away the biggest seller for the year. In March 1963, Jim Reeves returned to South Africa—he gave five concerts and starred in the film "Kimberley Jim," which is nearing completion in Johannesburg. Other stars to visit this country last year include Connie Francis, Cliff Richard, Helen Shapiro and Carmen Cavallaro.

The chairman of EMI, Sir Joseph Lockwood, visited this country during the year as did T. A. van de Haar, international sales manager of the Philips Record organization.

The chairman of the South African Record Manufacturers and Distributors Association, Arnold Golembo said with regard to the past year's trading: "The industry has been static this past year, but all indications are that business will improve." His statement is borne out by the quarterly economic review of the South African Reserve Bank . . . income, production and employment increased substantially in the first four months of this year. The economic upswing not only continued, but gained additional momentum. With a strong Record Manufacturers Association—with well laid promotional plans—the record industry in this country is overcoming the major media problem. We look forward to an active and a fruitful year.

SO. AFRICA MUSIC PUBLISHERS

MUSIC PUBLISHING COMPANY OF AFRICA (PTY.) LTD.
P.O. Box 6216, Johannesburg.

SOUTHERN MUSIC PUBLISHING COMPANY.
Silbro House, Jeppe Street, Johannesburg.

BELINDA MUSIC (JOHANNESBURG) LTD.
His Majesty's Buildings, Eloff Street, Johannesburg.

MELODY MUSIC (PTY.) LTD.
P.O. Box 9299, Johannesburg.

ARDMORE & BEECHWOOD (S.A.) (PTY.) LTD.
P.O. Box 5411, Johannesburg.

CARSTENS DE WAAL PUBLICATIONS
P.O. Box 9973, Johannesburg.

IMPALA MUSIC COMPANY
P.O. Box 9973, Johannesburg.

DEE-JAY MUSIC COMPANY
P.O. Box 7186, Johannesburg.

LAETREC MUSIC LTD.
His Majesty's Buildings, Eloff Street, Johannesburg.

SUN-PACIFIC (PTY.) LTD.
P.O. Box 8764, Johannesburg.

ROBERT MELLIN (S.A.) (PTY.) LTD.
P.O. Box 9299, Johannesburg

GOOD MUSIC AFRICA LTD.
P.O. Box 9299, Johannesburg.

PLANETARY-NOM AFRICA LTD.
P.O. Box 9299, Johannesburg.

PROGRESSIVE AFRICA (PTY.) LTD.
His Majesty's Buildings, Eloff Street, Johannesburg.

BOOSEY AND HAWKES (S.A.) (PTY.) LTD.
P.O. Box 3966, Johannesburg.

SO. AFRICA LIST OF BEST SELLERS OVER PAST 12 MONTHS

Gallo (Africa) Limited		
Locomotion	Little Eva	London
Pepito	Los Machucambos	Continental
Ag Please Daddy	Jeremy Taylor	Continental
Let's Twist Again	Chubby Checker	Cameo-Parkway
Telstar	The Tornados	Decca
E.M.I. (S.A.) (Pty.) Limited		
Bachelor Boy	Cliff Richard	Columbia
Al Di La	Emilo Pericoli	Warner Bros.
Scottish Soldier	Andy Stewart	H.M.V.
Rambling Rose	Nat King Cole	Capitol
Never On Sunday	Connie Francis	M.G.M.
Trutone (Africa) Limited		
Speedy Gonzales	Pat Boone	Dot
Meadowlands	Meteors	Rave
One Amongst The Many	Ned Miller	Renown
Mexican Joe	Pat Boone	Dot
From A Jack To A King	Ned Miller	Renown
Gramophone Record Company Limited		
Roses Are Red	Bobby Vinton	CBS
Patches	Dickie Lee	Philips
Plame It On The Bossa Nova	Eydie Gorme	CBS
Paul And Paula	Paul and Paula	Philips
Ruby Baby	Dion	CBS
Teal Record Company Limited		
Adios Amigo	Jim Reeves	RCA
Kiss Me Quick	Elvis Presley	RCA
Return To Sender	Elvis Presley	RCA
Good Luck Charm	Elvis Presley	RCA
From A Jack To A King	Jim Reeves	RCA

FRANCE—The Past Twelve Months

To meet a record manufacturer is always a pleasure, particularly when he explains that everything runs fine and the figures are good.

Nevertheless, it seems that the meetings of the "Chambre Syndicate" look more like "weeping wall" than a general board meeting: the economic situation seems pretty bad, common market faces insoluble problems, income is crushing. The price of records has to be increased, even if new lower price series must be found later on.

Let us try to have a look on the matter and contemplate the record industry during the 12 past months.

On the obituary side, as far as independent, Vega has gone. It was created by **N. Bonfanti,** and **Adès** was the manager. Except **Paul Anka** and **Ray Charles** from U.S. catalogues, Vega was not too successful with the popular field. But it devoted most of its activities to classical, which was really appreciated. But such a repertoire was almost impossible to handle within a short period of time.

An important electronic French corporation (C.S.F.) took over Vega and Adès came back to Le Petit Menestrel, his first label.

After many different managers, C.B.S. was supposed to control the company and its factory, but finally French Decca & RCA prexy, **M. Froment,** took over Vega, adding an additional repertoire to their classical ones.

If Vega has gone, C.B.S. made its entry into the French market. After taking over ARTECO, C.B.S. made a discrete appearance on the French market. This is a quite important event.

If nothing important has risen on the popular field yet, the classical catalog will likely interfere with the other such classical repertoires, which will create heavy problems, and many are waiting for CBS's plans on the matter of clubs.

There has been no important transfers of artists during this period of time, except **J. J. Debout,** who followed **Johnny Hallyday's** example and went from Vogue to Barelay.

This is a pretty good thing, after the Hallyday affair, which checked so much of the music business in France. In fact, the Hallyday case" is still going on and the final decision will be likely given before the fall.

If nothing has happened as far as the artists are concerned, we must point out Philips A & R manager, **Canetti,** has left the company. It is well known that Canetti has done a great deal to build Philips to its present status. But would he succeed with the new teen trend?

One of the most important fact of these past 12 months, is the appearance of a new phenomenon on the French market: "the one shot singers".

Of course, there are a few exceptions to this rule, such as **Françoise Hardy** and **Lenny Escudero,** authors/writers and singers. They both probably will stand as artists, not only because of their singing but also by the quality of their songs.

We must also mention **C. Nougaro, Gilbert Becaud,** who had no hits recently and **Petula Clark** who recently had a child.

Among the new talents, let us mention **Alain Dumas,** who joins **Claude Francois and Sheila.** The name of Sheila brings us to a new model on the French musical business, the independent A. R. men.

This artist was the result of the joined forces of 2 independent A & R men, **Carrère & Plait,** who discovered the singer, selected the songs, made recordings and gave Philips the exploitation rights. This new method on the French musical market might offer new perspectives, which are difficult to determine right now.

Another recent event is the importance of the TV for the promotion of a song or a singer, even if it is government controlled.

During a long time, TV was considered as unimportant, but the great increase of TV sets and the importance given to the shows can help an artist as well as a publisher: Françoise Hardy's and Claude Nougaro's appearance at "Toute la Chanson" was almost the starting point of their carrier.

And a second TV network will give more and more opportunities to producers, artists and publishers.

Radio jogs along, Europe No. 1 being the hipest and **Daniel Flipacchi's** "Salut les Copains" gives a chance to teenagers such as **Sylvie Vartan.**

The common market has obliged the record industry to work in terms of European market instead of national one. Vogue prexy, **Léon Cabat,** was the first to expect such an evolution and took steps to face the new common market.

A few international companies such as Philips, Pathé, Decca and RCA seemed much better equipped to face such new probems, but it happened that it is Vogue which had to build an organization able to solve these problems which has now Vogue affairs in Belgium, Switzerland and Germany for example.

In fact Vogue is the only record organization with its brain trust in Paris and it is to be known that artists like Petula Clark or Françoise Hardy or **Aimable** made hits in Bel-Belgium, Italy or Germany with songs in the various languages.

It seems that Barclay gets conscious of this problem since Barclay Bruxelles is announced, and Barclay/Italy rumoured.

No doubt that the common market will have helped exchange between its different countries by customs levelling.

If these firms cannot match their efforts with the classical English and German catalogs, the common market will have helped the penetration of French popular music throughout Europe.

For an example: when Petula Clark, Françoise Hardy or Dalida are recording new hits, the French, Italian and German versions are recorded almost at the same time.

It is true also for **Nana Mouskouri,** who had various hits in German as well as in Greek.

Since a year, a big commercial move is on its way in the French record industry. After the States, and Great Britain the sales in France are made through distributors, and the chain stores have opened record stands.

It is a fact that the price of records are still pretty high in France, but this mainly because of the contact between the record industry and the BIEM among other things. No doubt, the day will come where records will be made available for everyone.

One of the most important facts of the past year was the appearance of a big teenager audience. Therefore, it is not a surprise to notice that the A & R men are strictly looking for making records or artists which might suit to this crowd of teenagers.

Before we close this panaroma of the latest events, we must point also the importance taken by the publishing companies owing to record companies. At first they were built just in order to collect mechanical rights paid by the record industry. With the experience gained, it seems that publishing companies such as Alpha, or Vogue International (Vogue), Barclay, Caravelle (Barclay), Tutti (Philips) are getting most of the big hits and build new writers which in turn make a great deal for the record companies.

No doubt it takes a long time to build music publishing catalogs, but the means given by the record firms have given them all the possibilities to build very important catalogs which are getting them a proponderant strong place for the future in collecting companies and might one day bring a big change to the relationship between the collecting companies and the record manufacturers.

The last, but not the least aspect of this wide problem shows a stronger and stronger competition referring to the prices asked for by artists. Government is involved with more and more interest in the record business.

IN FRANCE THEY SAY "OUI, OUI"!!

INTERNATIONALLY THEY SAY—

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Cable: TUTTIMUS

PRESS THE BUTTON

FOR THE FINEST IN FRANCE !!!

Barclay

LEADING THE PUBLISHING FIELD

EDITIONS BARCLAY
2, avenue de Messine, Paris 8e

EDITIONS FRENCH MUSIC
124, rue de la Boétie, Paris 8e

EDITIONS CARAVELLE
153, avenue de Neuilly,
Neuilly-sur-Seine (Seine)

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BEL-AIR distributing :
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CAMEO-PARKWAY
KAPP · TIME
ERATO

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BARCLAY 143, av. de Neuilly Neuilly-s/Seine (France)

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DALIDA
LEO FERRE
BOB AZZAM
MAURICE CHEVALIER
LES CHAUSSETTES NOIRES
EDDY MITCHELL
MARLENE DIETRICH
LENY ESCUDERO
RIKA ZARAI
ORLANDO
PATRICIA CARLI

ORCHESTRAS KNOWN THE WORLD OVER

EDDIE BARCLAY
RAYMOND LEFEVRE
WAL BERG
PAUL MAURIAT
MICHEL MAGNE

BARCLAY
BEL AIR

143, av. de Neuilly - Neuilly-s/Seine (France)

18, rue de Douai, Paris 9e, France

World Wide Music Directory

(Continued from page 61)

PEAK RECORDS LTD.—P.O. Box 1757—CHRISTCHURCH (76 Chester Street—Christchurch)
Phone: 76-571, 88-832
Cable: HITDISC CHRISTCHURCH
Pres.: Mr. Jack Urlwin
Labels (domestic): Peak
Labels (others): Blue Nate, Cadence, Candid, Cinarran/Sims, Ember, Esquire, Harbor, Jacob Carle, King, Oriole, Playtime, Sue, Tifco.

PHILIPS RECORDS (N.Z.) LTD.—P.O. Box 3517—WELLINGTON (181-195 Wakefield Street—Wellington)
Phone: 57-250
Cable: ARGENTA WELLINGTON
Gen. Mgr.: Mr. J. G. Braughton
Labels (domestic): Philips
Labels (athers): Caedmon, CBS, Fontana, Kapp, Mercury, Pacific Jazz, Polydor, Riverside.

RECORD DISTRIBUTING CO. OF NEW ZEALAND—P.O. Box 86—LEVIN
(377 Oxford Street—Levin)
Phone: 5879
Pres.: Mr. W. L. Clark
Labels (damestic): Mark, Minex, Tala
Labels (athers): Duel

RECORD MANUFACTURERS & DISTRIBUTORS LTD.—P.O. Box 3534—AUCKLAND
(85 Lorne Street—Auckland)
Phone: 23-094
Cable: ONSTAGE AUCKLAND
Pres.: Mr. Harry M. Miller
Labels (domestic): La Glaria
Labels (others): Audio Fidelity, Ballet in Education, Cameo/Parkway, Reprise, Roulette, Seeco.

VIKING RECORD CO., LTD.—P.O. Box 1431—WELLINGTON
(31 Harris Street—Wellington)
Phone: 43-888
Cable: VIKING WELLINGTON
Man. Dir.: Mr. Murdach Riley
Labels (domestic): Pacific, Viking
Labels (athers): Argo, Ava, Briar, Canadian-American, Cannon, Chancellor, Chateau, Chess, Congress, Golden, Meazzi, P.P.X., Quality, Rood, Schofield Productions, Sonet, Tahiti, Tartan, Véga, Waverly.

NICARAGUA

RECORD MFRS

AGUERRI & HURTADO CIA., LTDA.—Apartado 853 MANAGUA D.N.
(3ª Calle Nor-Este No 312—Managua D.N.)
Phone: 4506
Cable: AGUERRI MANAGUANIC
Pres.: Mr. Juan Aguerri Jr.
Labels (domestic): Carynel, Masaya, Nicaragua
Labels (athers): ABC-Paramount, America, Angel, Atlantic, Audiomex, Barclay, Capitol, Chancellor, Cisne, Colonial, Colpix, Coral, Coro, Decca, Del Norte, Dimsa, Eco, Falcon, Hit, Kapp, Kismet, London, Maya, Mercury, Metropolitan, Montilla, Orfean, Raso, Sonus, Tikal.

DISCOLANDIA—Apartado 24—MANAGUA D.N.
(Avenida Central 110—Managua D.N.)
Phone: 3596
Cable: EDFELCO MANAGUANIC
Pres.: Mr. Emundo Tefel Pasos
Labels (domestic): Centauro, Ondina
Imparter of all labels.

SOLORZANO VILLA PEREIRA COMERCIAL S.A.—Apartado 481—MANAGUA D.N.
(Avenida Roosevelt 202—Managua D.N.)
Phone: 3501 to 3504
Cable: SOVIPE MANAGUANIC
Pres.: Mr. Enrique Pereira A.
Labels (domestic): Dario, Lamm, Lanusac
Labels (others): Columbia, Compass, Dot, Gamma, Gema, M.G.M., Musart, Peerless, RCA Victor, Roble, Seeco, Tizoc, etc.

NIGERIA

RECORD MFRS

BADEJO STORES—P.O. Box 361—LAGOS
(5 Olorogun Street—Lagos)
Phone: 20640, 20997
Cable: BASTORES LAGOS
Pres.: Mr. E. Badejo-Okusanya
Labels (domestic): Badejo's Sound Studios
Labels (others): Distributing the records from Philips (Nigeria) Ltd.

DECCA (WEST AFRICA) LTD.—P.O. Box 412—LAGOS
(26 Abibu-Oki Street—Lagos)
Phone: 25396
Cable: DECCAWA LAGOS
Pres.: Sir Edward Lewis
Labels (damestic): Decca West Africa
Labels (others): Ace of Clubs, Ace of Hearts, Beltona, Brunswick, Coral, Decca, Felsted, London, L'Oiseau-Lyre, RCA, RCA-Camden, RCA-Victrola, Telefunken, Warner Bros.

PHILIPS (NIGERIA) LTD.—P. M. Bag 1136—APAPA
(21 Warehouse Road—Apapa)
Phone: Lagos 56051
Cable: PHILINIG LAGOS
Pres.: Mr. J. Ch. M. Rijneveld
Labels (domestic): Nigerphone, Philips
Labels (others): CBS, Fontana

NORWAY
(See Norway Section)

PAKISTAN

RECORD MFRS

THE GRAMOPHONE CO. OF PAKISTAN LTD.—P.O. Box 451—KARACHI-13
(C/28, Estate Avenue—Mauripur—Karachi-13)
Phone: 79566, 79149
Cable: JABBERMENT KARACHI
Chairman: Mr. W. J. Richmond
Labels: Capitol, Columbia, Decca, His Master's Voice, M.G.M., Parlophone.

(Continued on page 94)

FRANCE MUSIC PUBLISHERS

ALLELUIA
252, Rue du fbg St Honoré Paris

ALPHA
54, Rue d'Hauteville Paris X° TAI 93-82

AMOUR
24, Rue Pierre Semard Paris IX° TRU 56-39

AZNAVOUR CHARLES
124, Rue de la Boetie Paris VIII° BAL 80-30

ASSOCIEES
89, Rue de la Boetie Paris VIII° ELY 76-54

BAGATELLE
10, Rue Washington Paris ALM 17-99

BARCLAY
2 Avenue de Messine Paris VIII° LAB 06-03

BEUSCHER
25 Brd Beaumarchais Paris TUR 18-98

CALIFORNIA
2 Avenue de Messine Paris VIII° LAB 06-03

CARAVELLE
153 Avenue de Neuilly Neuilly/Seine MAI 38-37

CARROUSSEL
54, Rue d'Hauteville Paris X° TAI 93-82

CHAMPS ELYSEES
5 Avenue de l'Opera Paris I° OPE 37-37

CHAPPELL
4, Rue d'Argenson Paris ANJ 56-05

CONCORDE
5, Rue Lincoln Paris VIII° ELY 06-22

CONTINENTALE
17, Rue Monsigny Paris 2° RIC 61-83

D.M.F.
14, Avenue Hoche Paris VIII° WAG 81-93

ECO
19, Rue Lord Byron Paris VIII° BAL 53-00

FELDMAN
5, Avenue de l'Opera Paris I° OPE 37-37

FRANCE MELODIE
5, Avenue de l'Opera Paris I° OPE 37-37

FRANCIS DAY
5, Avenue de l'Opera Paris I° OPE 37-37

FRENCH MUSIC
124, Rue de la Boetie Paris 8° BAL 80-30

GARZON
13, Rue de l'Echiquier Paris X° PRO 39-15

GOLF
8, Brd Jules Potin Neuilly/Seine MER 14-40

IMPERIA
14, Avenue Hoche Paris VIII° WAG 81-93

LEGRAND
252, Fbg St Honoré Paris MAI 50-16

LEMARQUE FRANCIS
121, Brd de la Marne La Varenne St Hilaire GRA 34-21

LOUIS GASTE
5, Rue du Bois de Boulogne Paris XVI° POI 53-53

MANHATTAN MUSIC
2, Avenue de Messine Paris VIII° LAB O 06-03

MERIDIAN
5, Rue Lincoln Paris ELY 06-22

MERRY MUSIC
89, Rue de la Boetie Paris VIII° ELY 76-54

METROPOLITAINES
3, Rue Chaptal Paris IX° PIG 24-03

PATHE MARCONI
1, Rue Laffitte Paris IX° TAI 44-29

PEPE LUIZ
14, Rue Chaptal Paris IX° PIG 24-03

PETER MAURICE
14, Avenue Hoche Paris VIII° WAG 81-93

PLANTE JACQUES
35, Brd Malherbes Paris ANJ 08-93

PIGALLE
89, Rue de la Boetie Paris 8° ELY 76-54

PRESENCE
33, Rue du Fbg St Martin Paris NOR 89-05

PROGRESSIVE
89, Rue de la Boetie Paris VIII° ELY 76-54

PROSADIS
14, Avenue Hoche Paris VIII° WAG 81-93

SALABERT
22, Rue Chauchat Paris TAI 55-60

SALVADOR
6, Place Vendome Paris OPE 87-05

SALVET ROBERT
89, Rue de la Boetie Paris VIII° ELY 76-54

SALVET PIGALLE
89, Rue de la Boetie Paris VIII° ELY 76-54

SEMI
5, Rue Lincoln Paris ELY 06-22

TROPICALES
28, Brd Poissonniere Paris PRO 25-28

TUTTI
46, Rue Laffitte Paris IX° LAM 40-42

UNIVERSELLES ANDORRA
52, Fbg St Martin Paris X° NOR 45-91

VENDOME
5, Rue Lincoln Paris ELY 10-81

VENTURA RAYMOND
14, Avenue Hoche Paris VIII° WAG 81-93

VOGUE INTERNATIONAL
84, Rue Maurice Grandroing Villetaneuse Seine PLA 73-00

FRANCE RECORD MANUFACTURERS

France Record Manufacturers — Catch CASH B. 6 on 6 x 13 Cent. ma. 6 7111-'63 — Geo. Mowry

"ASTORIA"
83 Rue du Chateau des Rentiers
Paris XIII°
KEL. 39.66

"B.A.M."
123 Brd Raspail, Paris
LIT. 16.12

"BARCLAY"
143 Avenue de Neuilly
Neuilly (Seine)
SAB. 60.30
Labels: Colpix, Hispavox, Supraphon, United Artists, Verve

"BEL AIR"
18 Rue de Douai
Paris IX°
PIG. 30.90
Labels: Atlantic, Cameo Parkway, Kapp, Time

"CHANT DU MONDE"
32 Rue Beaujon
Paris VIII°
WAG. 67.33
Labels: Amadeo, Vanguard

"DECCA"
30 Rue Beaujon
Paris VIII°
WAG. 19.01
Labels: Ace of Clubs, London, Phase 4, Twist

"ERATO"
60 Rue de la Chaussee d'Antin
Paris VIII°
TRI. 78.71
Labels: Fiori Musical, Jardin Des Arts.

"FESTIVAL"
3 Rue de Gramont
Paris 2°
RIC. 96.10
Labels: Metronome, Palette

"LUMEN"
3 Rue Garanciere
Paris VI°
MED. 29.30

"PACIFIC"
20 bis Rue Louis Philippe
Neuilly (Seine)
SAB. 05.30
Labels: Belter, Orphee, Visages Du Monde

"ODEON"
42 Rue de Pradis
Paris X°
TAI. 93.20
Label: C.B.S.

"PATHE MARCONI"
19 Rue Lord Byron
Paris VIII°
BAL. 53.00
Labels: Baidaphon, Cairophon, Capitol, Columbia, Ducretet Thomson, Liberty, Pathe, Sout Elphan, Telefunken, Trianon, Voix Du Liban, V.S.M.

"PHILIPS"
53 Avenue Franklin Roosevelt
Paris VIII°
BAL 70.40
Labels: Audio Fidelity, Cycnus, Fontana, Mercury, Riverside, Salvador

"POLYDOR"
3 Rue Cavallotti
Paris XVIII°
LAB. 05.39
Labels: Brunswick, Coral, Deutsche Grammophon, Heliodor, MGM.

"PRESIDENT"
30 Rue Pierre Semard
Paris
TRU. 69.56

"R.C.A."
28 Rue Beaujon
Paris VIII°
WAG. 19.01

"RICORDI VOX"
3 Rue Roquepine
Paris VIII°
ANJ. 69.30
Labels: Harmonia Mundi, Minivox, Ricordi, Roulette, Vox

"STUDIO S.M"
54 Rue Michel Ange
Paris XVI°
BAG. 50.60
Label: Reflets

"TYPIC"
13 Rue de L'Echiquier
Paris
PRO. 39.15

"UNI DISC"
31 Rue de Fleurus
Paris VI°
LIT. 46.02
Label: Clarets

"VEGA"
49 Avenue Hoche
Paris VIII°
CAR. 19.92
Labels: A.B.C. Paramount, Impulse, Musique Pour Tous, Polaris

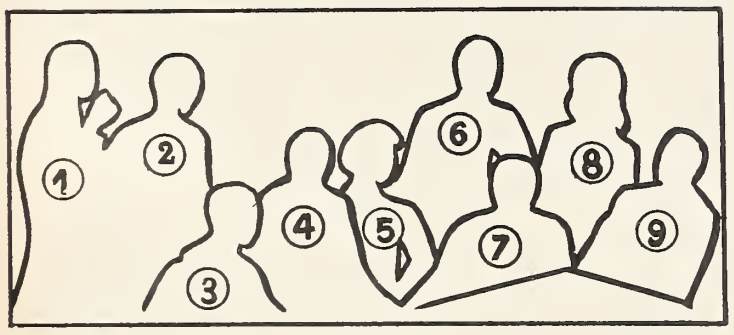
"VERSAILLES"
14 Avenue Hoche
Paris VIII°
WAG. 81.93

"VOGUE"
82 Rue Maurice Grancoing Villetaneuve
PLA. 73.00
Labels: Mode Disque, Pop, Reprise, Warner Bros.

If Mona Lisa is the French best-known "chef d'oeuvre" in the world,....

from Paris also comes "Disq
the best kn

MEET THE PEOPLE IN CH



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3—Guy KHAVESSIAN, Assistant General Manager
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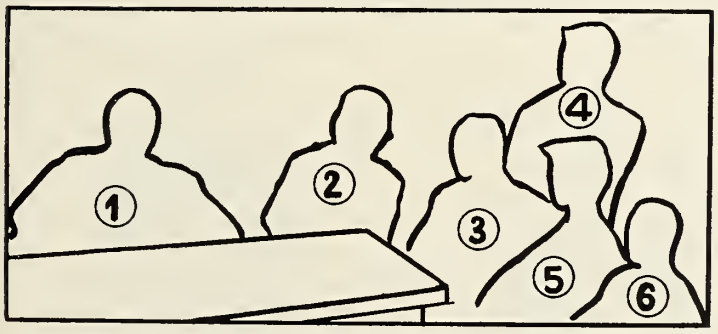

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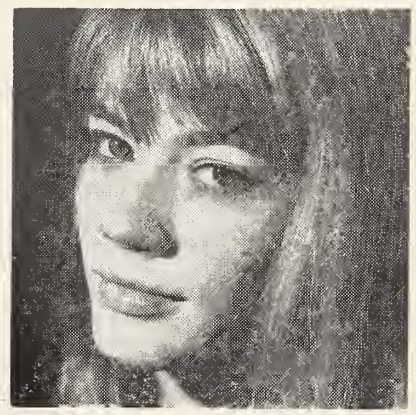

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Colette RENARD

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les FANTOMES

Claude LUTER

Jacky NOGUEZ

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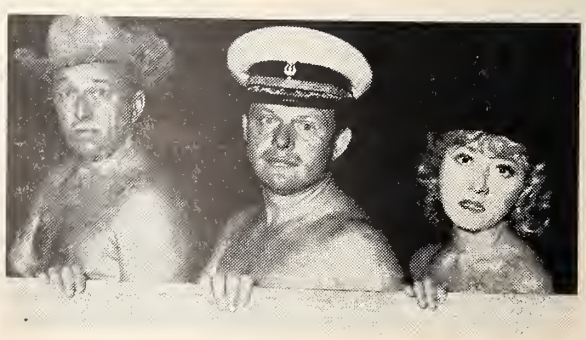

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ITALY — The Past Twelve Months

As often written in editorials of past years, no official figures are available on record production and sales over the just expiring twelve months, therefore the following considerations and statements are based exclusively on our impressions, confirmed, of course, by most of this industry's people, and on our experience in the field of music commerce.

The general impression is that record sales on the Italian market received a strong new impulse, beginning from the Summer of 1962 up to the present. In fact, those titles which reached the first positions on our charts achieved sales exceptionally higher than those of the past, and particularly one number, "Stai Lontana Da Me"/"Sei Rimasta Sola" by Adriano Celentano, marked the record of sales of a single on our territory with 700,000 copies sold in the course of one year of continuous success. In addition to Celentano's "record," a series of steady sellers appeared on our hit parades, as follows: (once again, attention of the reader is drawn to the fact that the figures are not official and only indicate the estimation and the sales-value in the "general opinion.")

Come Te Non C'E' Nessuno (Nobody Is Like You) by Rita Pavone, RCA Italiana (500,000)

Preghero' (Stand By Me) by Adriano Celentano on Clan (500,000)

Speedy Gonzales by Peppino Di Capri on Carisch (350,000)

La Partita Di Pallone (The Football Match) by Rita Pavone on RCA Italiana (250,000)

Il Tangaccio by Adriano Celentano on Clan (200,000)

Chariot by Betty Curtis on CGD (150,000)

Uno Per Tutte (One For All) by Tony Renis on His Master's Voice (150,000)

Giovane Giovane (Young) by Pino Donaggio on His Master's Voice (150,000)

Alla Mia Eta' (At My Age) by Rita Pavone on RCA Italiana (150,000)

Amore Fermati (Love Please Stop) by Fred Bongusto on Rifi (100,000)

Il Ballo Del Mattone/Cuore by Rita Pavone on RCA Italiana (100,000)

Baci (Thinks) by Remo Germani on Saar (100,000)

Another sign of the enlargement of the record market is the increase of LP sales, which now represent approximately 10% of the whole record amount sold annually in Italy. Of course, this increase was aided strongly by the recent lower LP prices and by the opening of two important record clubs (RCA Italiana and His Master's Voice). The first record house to decide to reduce LP prices was RCA which brought to about $3 the cost of a LP that normally amounts to $5. Following RCA, His Master's Voice, as well, reduced the prices of its classical LP repertoire, initially to $3.60 and then to the same as RCA's level, that is $3. The old price of $5 was really too high and did not offer a development of the sales area, while the new one of $3 is "approachable" and open practically to all music lovers. The reduction was possible of course because the classical catalog consists mainly of masters ammortized.

Consequently, also some reductions in the LP pop field came. But it's interesting to note that on the other side, the price of singles was at the same time brought up to $1.25 from the former price of $1.15. This increase was due to the general increase of all costs of production either artistic or industrial, and it initially produced a certain recession in record sales owing to the reaction especially of the record dealers but the phenomenon soon disappeared and singles again started increasing in sales in spite of the price. Another reason of the enrichment of record sales is found in the expansion of publicity means, especially during the months preceding summer, over which there is a strong competition to get the best selling disk of the season. The Italian music industry is looking for new means of publicity also because the traditional vehicles like radio, television and film do not cooperate closely with the music industry.

It is universally known that the number one means of publicity used by music is radio and television broadcasts and maybe in some foreign country the relation between the radio & television industry and the music industry are good or excellent. In Italy, the monopoly of radio & television broadcasts creates an atmosphere of great difficulty in any relation with the music industry. In addition the bureaucracy of such a monoplastic organization keeps contacts with the music industry from being fluent. Another obstacle is represented by the distance between the center of the radio & television industry which is in Rome and the center of the music industry which is in Milan. Of course, the only record company headquartered in Rome (RCA) takes full advantage of this geographical position.

The current trend of the Italian music and record industry is moving towards concentration in few big organizations, while some small houses born four or five years ago are on the point of disappearing. These big organizations develop into an industrial structure either from the point of view of the production or distribution. First to be mentioned as a pattern of this trend is RCA Italiana in Rome, especially for two important aspects: the cooperation of the independent producers; the new structure and the dynamism of its group of agents. Among the most successful of RCA's independent producers are the following:

Teddy Reno, who is responsible for the discovery and of the tremendous vedette, Rita Pavone.

Franco Migliacci, who discovered Gianni Morandi.

Nanni Ricordi, responsible for the recent talents Michele and Enrico Polito.

RCA has 80 agents of distribution throughout Italy, divided in four lines of records: 20 agents distribute the LP catalog, classical EP's and Compacts. 20 agents distribute the catalog of Italian derivation. 20 agents distribute the RCA Victor catalog. 20 agents distribute RCA International (Barclay, Ducretet Thomson, Discophile Francois, Pye Serie "X", Vic).

It must be said that 80 agents for distribution is quite exceptional, when one thinks that the other record houses have a maximum of 30 agents. Thanks to its strong system of distribution and sales, the fortunate cooperation of expert independent record producers, and to a dynamic management of its Director, Giuseppe Ornato, RCA Italiana has reached an extraordinary position of prominence on the Italian market, where this year, according to general opinion, it has about 50% of the record sales, a terrific achievement. After Nico Fidenco, the big smash of two years ago, RCA released at the beginning of this year, a new star, Rita Pavone, a young Italian girl who with two records, La Partita Di Pallone (The Football Match) and Come Te Non C'e' Nessuno (Nobody Is Like You), has suddenly entered in our music scene as the number one vedette, and has more than one million and a half records in Italy in seven months.

His Master's Voice of Italy recorded this year three important victories: it

(Continued on page 74)

jolly HI-FI RECORDS

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ITALY — The Past Twelve Months

(Continued from page 72)

got the first and the third places at the San Remo festival with Uno Per Tutte by Tony Renis and Giovane Giovane by Pino Donaggio, both of them destined in the following months to become consistent big sellers on records. Tony Renis was the hot winner of the festival of last year, as well, with Quando Quando Quando—an international favorite—and Pino Donaggio lost two years ago the festival of San Remo: he got only the number four spot, but over those following months his song, Like A Symphony, proved to be the real winner in record sales, becoming a big Italian success. The third HMV victory of this year regards the low priced classical LP's: a most important initiative destined to bring on the record player of serious music lovers all their favorites, since the new price is practically open to all. Of course, only a limited section of the big HMV classical catalog is available in the low priced series called Invito Alla Musica (Invitation To Music).

An event of great importance was, at the start of the year, the merging of Philips and DGG into the new company Phonogram. The big problems to achieve this new large record family are about to be solved and surely Phonogram will soon give evidences of its strong record force. It is currently looking for new Italian talents and, interesting to note, it too, tries to get the cooperation of Italian independent record producers and, in fact, it already signed a pact with David Matalon, who, record-wise, handles our first-class vedette Mina.

At the same time another big record merger took place in Italy: the marriage between CBS and Ricordi, which created a strong new force on our market. Vast publicity campaigns and production of Italian material was done under the CBS label.

Recently, Walter Gurtler decided to give up keeping two separated record houses and thus closed the Gurtler company and moved everything to his other organization, Saar. So, for instance, Tony Dallara formerly tied to Gurtler has now signed a new contract with Saar. The Barclay line, formerly represented by Walter Gurtler, has now passed to RCA Italiana, while Vogue from Durium passed to Saar. Taking advantage of the discovery and success in France of songstress Francoise Hardy, pacted by Vogue, Walter Gurtler immediately started a promotional campaign on this new name, got a strong reaction, and was able to bring Francoise Hardy's Tous Les Garsons Et Les Filles to the first position on our charts, both in the French version and in Italian. Walter Gurtler kept three special promotional campaigns entitled respectively Happy Winter, Happy Spring and Sure Shots Tris, each of which was a good success in sales. Incidentally, through these promotional efforts came the new singing talent Remo Germani with his recent successful record Baci (Things).

Walter Gurtler has plans to cut versions in tIalian of some pop Warner Bros. hits to be put on our market under the WB label. This is another clear sign of a general phenomenon which involves our music commerce since about two years ago: the disappearance of foreign songs and the foreign versions on our charts, which more and more become crowded with Italian music, Italian-made records or records cut by foreign talents in Italian.

The most astonishing phenomenon of this year has been Adriano Celentano, who left his original record house, Saar, and opened his own record firm, Clan. While very often—when an artist leaves his original house—he loses popularity and his sales decrease, this time—on the contrary—Adriano Celentano saw his prominence on our market reach unmatched sales. Up to now Celentano published three singles:

1) Stai Lontana Da Me/Sei Rimasta Sola/Amami E Baciami.
2) Preghero'/Pasticcio In Paradiso.
3) Il Tangaccio/Grazie Prego Scusi.

At this writing, the three singles have sold some 1,800,000 copies, which represents a record-figure. But besides the tremendous success of his recordings, Celentano was able also to create new talents such as Ricky Gianco and Don Backy, who thanks to the expert artistic management of Adriano got very popular. But soon after his pact with Clan, Ricky Gianco left and joined Jaguar Records, a newly formed firm directed by Benito Vassura. The other boy, Don Backy, got success with Amico (Friend). The most recent recording by Adriano Celentano is La Lunga Notte (The Long Night), which will be released next Autumn.

It must be said, and stressed, that the many activities of Adriano Celentano are managed by his brother Alessandro. Together they lead two record labels, Clan and Italian Yank, one firm of music publishing, Italian Yank, which is a member of the Curci group, and a company for show productions.

At the start of this year, Rifi Records, a young and up-and-coming company, changed its address, moving into larger offices located in the center of Milan, Corso Buenos Aires 77, and not long after the president changed, too. Alberto Carisch, who opened the house along with Mr. Ansoldi, decided to leave his post at Rifi Records to work exclusively at Southern Music.

An important event for Rifi Records last year was taking over the distribution of the Clan production and it can boast of one of the largest and dynamic networks of distribution in Italy. At the same time, it was able to bring to good popularity a new name, Fred Bongusto, especially with "Amore Fermati," and Eugenia Foligatti, who took the second position at the last San Remo contest with Amor Mon Amour My Love.

Recently, Rifi entered the classical field with the representation in Italy of two catalogs, Westminster (a division of ABC-Paramount) and Delta (an English label specialized in historical re-issues).

First Durium-news of this year was its pact with Adriano Celentano for the distribution of his records abroad and up to now Durium has signed contracts with Vogue in France and in Germany and Vergara in Spain. Other contracts are forthcoming.

A joint initiative of Durium and Vogue brought Adriano Celentano twice on the stage of Olympia in Paris, and on French TV screens. This year, Durium put out the first LP by Los Marcellos Ferial, which got sudden success last summer with Cuando Calienta El Sol, and over the following months renewed with other best recordings in its South American style their first success. Their last hit record was Cuando Brilla La Luna.

At the last Cantagiro (a special kind of music festival moving through many towns of Italy) Little Tony took away the second prize while another Duriums' talent, Isabella Iannetti found her chance to expose her voice successfully.

Carisch is the record house the success of which has been tied closely—during the last three years—to the name of Peppino Di Capri, a real hot vedette of our music world. Peppino,

(Continued on page 78)

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VITALE

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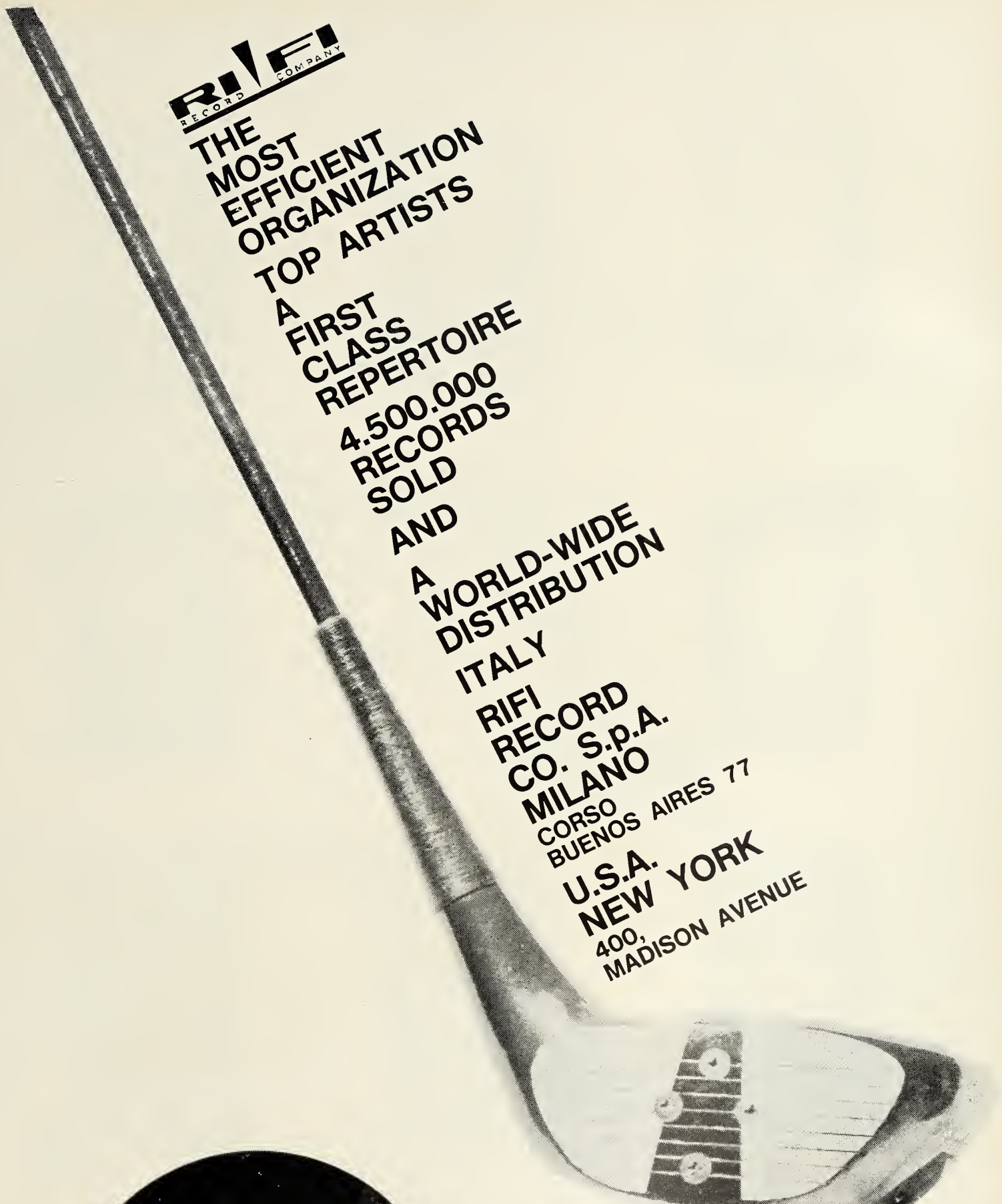
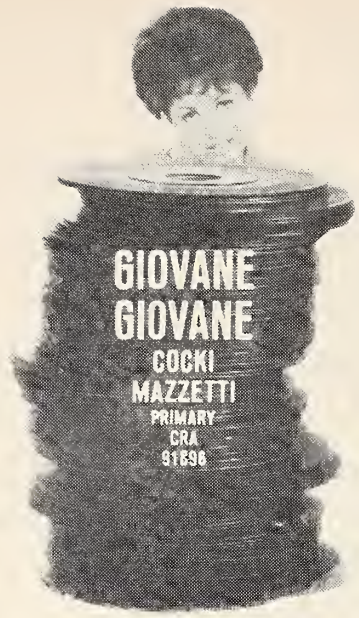
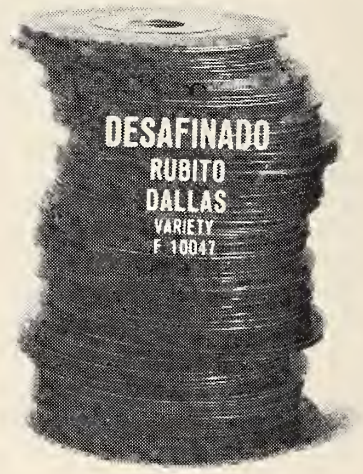


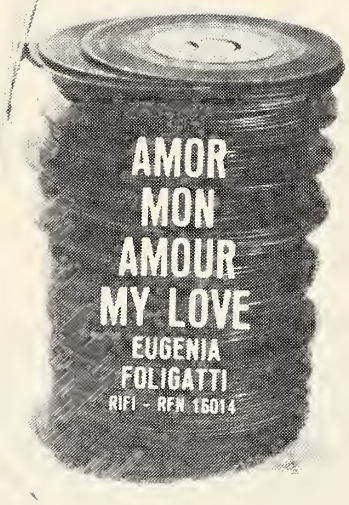
From the tee of success

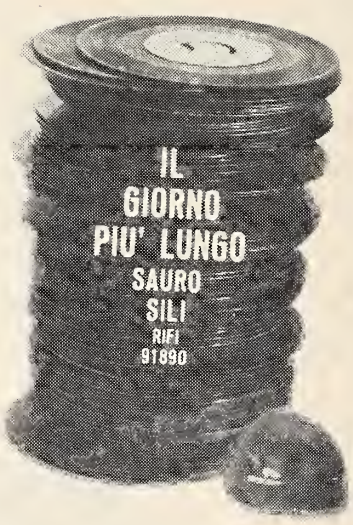


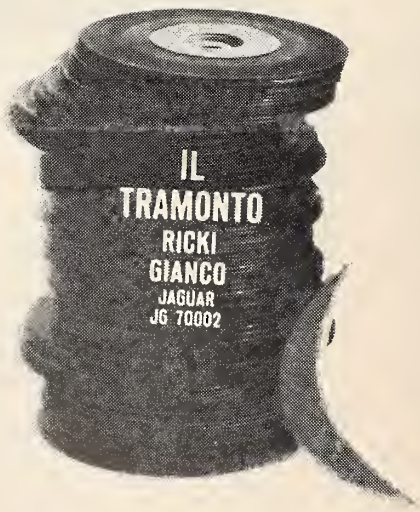
RIFI
RECORD COMPANY

BEST SELLERS OF 1962 - 63









Italy's Best Sellers

This Wk | Last Wk | Weeks on Chart

1. 4. 5. La Partiti Di Pallone: [redacted]—Coeki Maggetti
Ri. Fi Published by Leonardi
1. 15. Preghero' (Stand By Me): Adriano Celentano Published by Abarbach & Italian Yank

Italy's Best Sellers

This Wk | Last Wk | Weeks on Chart

5. 5. 1. *Amore Fermati (Love Please Stop): Fred Buongusto/RI.FI Published by Kramer
8. 7. 9. Giovane Giovane (Young So Young): [redacted]—Cocki Mazzetti/Ri.Fi Published by Curci
9. 8. 10. *Il Tramonto: Ricki Gianco/Jaguar Published by Leonardi
10. — 1.
Denotes Original Italian Titles.

Italy's Best Sellers

This Week | One Week Ago | Weeks On Chart

1. 2. 3. Preghero' (Stand By Me): Adriano Celentano, Clan. Published by Aberbach
— 1. Il Giorno Piu' Lungo [redacted]—Riti/Sauro Sili—Published by Curci
8. — 1. *Tu Vedrai: (You'll See): Ricky Gianco/Clan—Published by Settebello
13. 9. 24. Quando Calienta El Sol: [redacted]—Lina De Lima/Rifi. Published by

ash Box—December 1, 1962——International Section

Italy's Best Sellers

Last Week On Chart | Weeks On Chart

8. 1. Preghero' (Stand By Me) Adriano Celentano/Clan. Published by Aberbach
1. 1. La Partita Di Pallone (The Football Match): Cocky Mazzetti/RIFI Published by Leonardi
6. 1. Il Giorno Piu' Lungo
Sili/RIFI

ox—January 5, 1963——International Section

Italy's Best Sellers

Last Week | Weeks On Chart

2. 3. Preghero' (Stand By Me): Adriano Celentano/Clan. Published by Aberbach
1. 1. La Partita Di Pallone (The Football Match): Cocky Mazzetti/RIFI Published by Leonardi
7. 1. Il Giorno Piu' Lungo
Sili/RIFI

Italy's Best Sellers

Last Week | Weeks On Chart

5. 5. Preghero' (Stand By Me): Adriano Celentano/Clan. Published by Aberbach
2. 3. *Tu Vedrai (You'll See): Ricky Gianco/Clan. Published by Settebello
5. 3. Il Giorno Piu' Lungo [redacted]
6. — Sili/Rifi

Box—December 15, 1962——International Secti

Italy's Best Sellers

Last Week | Weeks On Chart

11 8 Preghero' (Stand By Me): Adriano Celentano/Clan. Published by Aberbach
6 7 *La Partita Di Pallone (The Football Match): [redacted]—Cocky Mazzetti/RIFI. Published by Leonardi
4 4 Telstar: [redacted]—Armando Sciascia Vedette
6 Connelly Desafinado: [redacted]—Fabrizio Ferretti/RIFI. Published by
[redacted]—Rubito Dallas/RIFI

Italy's Best Sellers

Last Wk | Weeks on Chart

2. 2. Giovane Giovane (Young So Young): [redacted]—Cocki Mazzetti/Ri-Fi. Published by Curci
4. 5. 10. La Partita Di Pallone (The Football Match): [redacted]—Cocki Mazzetti/Ri-Fi. Published by Leonardi
10. 4. 2. Amor Mon Amour My Love: [redacted]—Eugenia. Foligatti/Ri-Fi. Published by Southern
16. Preghero' (Stand by Me): Adriano Celentano/Clan. Published by Italian Yank/Aberbach

RIFI RECORD COMPANY

THAT'S HOW RIFI SOLD HIS BEST-SELLERS OF 1962 - 1963

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CEMED/CAROSELLO — MILAN

VIA BECCARIA 5

ITALY—The Past 12 Months

(Continued from page 74)

who started with a pretty Neapolitan catalog, passed very soon to pop music in general and was in a terrific way responsible for the smash in Italy of the Twist craze. Recently, he brought to top success the American hit, Speedy Gonzales.

Carisch also distributes the Parlophon and Odeon catalogs, importing the best of the records produced by sister-companies, as happened, for instance, recently with Bossa Nova dates by Joao Gilberto and Elza Soares. Thanks to the sale during 1962 of 2,000,000 records, Carisch fills a position of importance in the Italian record industry, and a series of contracts with foreign record houses give it the opportunity to be represented in major countries abroad: the best instance of its success abroad is the recent 400,000 copies sold in Germany of St. Trope Twist by Peppino Di Capri. Carisch is just finalizing a contract with one of the most important companies of Japan.

Recently, David Matalon, the owner of Italdisc, moved again his offices into his old ones (Milan, Via Beccaria 5) and decided to give up to his own network of distribution-agents and gave his catalog to Phonogram's agents to sell it throughout Italy. He became himself an independent producer of Phonogram. Mina, the most exciting name of his catalog, had big sales recently in Germany and hopes to do much on the American market, too, thanks to the recent contract signed with MGM.

A recent rumor has it that Fonit-Cetra is looking for a new owner. As explained in former editorials Fonit Cetra was a company owned by an Italian electrical company and due to the recent nationalization of electrical energy, Fonit Cetra became State property. This event caused, of course, a situation of uncertainty in the activity of the house and the record firm's development came to a halt.

This year CGD bought 50% of the Juke Box label, founded and managed by Carlo Alberto Rossi, who can boast of one of the best, most modern recording studios available in Italy.

At the same time, CGD changed its little theatre in Galleria Del Corso (Milan) into a sound recording studio. Betty Curtis, the best female name appearing in the CGD's catalog, got strong success with Chariot and published her first German records in Germany through the local record house, Italia Schallplatten.

Now we wish to examine the situation of music publishing. It is a general opinion that publishing in Italy is becoming more and more difficult, and this for a principal reason: The always increasing difficulty in the promotion of new repertoire, either for the lack of cooperation on the part of our Radio and TV company, and, consequently, for the increase in the cost necessary to introduce the musical production on the market, or for the decrease in the number of artists able to create a hit, in view to the great number of numbers available.

Considering the costs of a promotional campaign and the few promotional facilities available to the pubbieries in comparison to the good number of direct means of promotion available to the record producers, like jukes boxes or direct campaigns with retailers, it is easy to understand that the initiative on the musical world is now in the hands of the record houses. At this moment, because of the above reasons, the help given to the record producer by the publisher, is negligible, so that, the record producer prefers for economical reasons to be "independent" or "sufficient" and for this reason many record producers created their own publishing firms.

The most outstanding case is that of RCA Italiana, and, of course, such a solution is perfectly justifiable, the promotional campaign on every record completely entrusted to the record organizations.

Considering also that sheet music sales are almost unimportant, we can deduce that the music publisher, as he was classified some years ago, is gradually losing his role on the music scene. In this situation, the only publishing firms that could maintain their prominence are the publishers with an interesting and considerable repertoire of "standard" numbers, but they also must think carefully of the future since their catalogues are about completely exploited. During the last years, music publishing has not replaced the old "standards" with new ones. Because of the few number of artists available for the launching of a hit, following the general trend, the publishers have "commissioned" special numbers to be proposed to one or to the other of the fashionable "stars." Due to the great dynamism of the record market such stars have a very short life, and being that their repertoire is strictly connected with their personality, when they disappear from the hit scene, the numbers they launched disappear with them. At this moment, considering the present situation, the indie music publisher is destined to disappear too, or he must change his policy.

He must recreate his repertoire, which is the base of his earnings, following the abstract concept of "good music" independently form the "trend" existing on the market, or from the stars and the "vedettes" available. He must give up the temptation to have a hit for the moment. It is our opinion that the music pubberies must now build again their future or they will slowly disappear. We think that the problem is perceived, and can see some signs like an "underground" trend to get back to the "melody," to the music for orchestra, which means a return to the traditional "good" music. This will recreate the repertoires which the publishers have lost, and which, along with their survival, true riches, the riches of all the music world.

As reported above, we can say that the most outstanding event of this year on the publishing field concerns the new RCA publishing firm that during the first period of its life has registered already a lot of hits. It is sufficient to point out "Come Te Non C'e' Nessuno," "La Terza Luna," "Alla Mia Eta," "Io Che Solo Te." This, of course, is partly due to RCA's promotional facilities. Another new firm has made since its debut good success: we refer to the Celentano's publishing firm Italian Yank, the fortune of which is strictly connected with the activity of his record production and with the personal success of Adriano Celentano himself.

Italian Yank, thanks to an intelligent agreement between Celentano and Gramitto Ricci, has become member of the Curci Publishing Group.

Since the purpose of this little section is limited to the presentation of new activities started on the Italian market during the year, we can't conclude our list without spending some words about the new publishing activity of Nanni Ricordi.

The property of the pubberies of the late Maestro Redi (Edizioni Musicali Redi e Canzoni Del Mare) has been transferred to Ricordi, and therefore his editorial task began with a good number of "standards" of this old catalog, but the prominence of his publishing activity belongs to him for having signed a contract with Universal Edition of Wien, to represent and exploit this catalog in Italy, continuing the work already started some months ago with the name "Musichouse Italiana." Principal cooperator of Nanni Ricordi in this activity is Bruno Pozza, who recently left the Ricordi Publishing Group.

Another interesting publishing activity will be started by Walter Gurtler, who has already formed a publishing firm, Mas Edizioni Musicali, in connection with his record organization Saar. Mas is a member of Leonardi's publishing group.

(Continued on page 83)

ARISTON

publishing group of milan (italy),
its associated firms, and its
president alfredo rossi, the most
dynamic music publisher in italy

the best in italian music

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SANTA CECILIA
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ACCADEMIA
FIRST
FORMIDABLE
REGENT
PALACE

wish to thank all the friends who contributed
to a successful ariston year

USELLINI Milan Via Maj 15

1959

PER TUTTA LA VITA
(I want to be wanted)
ARRIVEDERCI
BRIVIDO BLU (La dernière Danse)
KISS ME KISS ME
POR DOS BESOS
CARINA
PER UN BACIO D'AMOR
(Out of sight, out of mind)

1960

I SING AMMORE (C'est ça l'ammore)
AMOREVOLE
IL NOSTRO CONCERTO (Our concerto)
PERMETTETE SIGNORINA (Capuccina)
DUE NOTE (doux plaisir)
FOLLE BANDERUOLA (Loca banderita)
GIUGGIOLA
E' VERO (Es cierto)
IL BARATTOLO (Comme un gosse)
A COME AMORE (Un jour de chance)
SE CI SEI (Young hearts)
GHIACCIO BOLLENTE

CHARIOT (sul mio carro)

GRAZIE PREGO SCUSI

AMERICA LATINA

PERCHE' PERCHE' (Bluebird in a tree)

PRECIPITE (volissimevolmente)

the group ARIS

1963 **NICOLA ARIGLIANO** sings: "UNO CHE STA PENSANDO A TE" OP/LP/8028 record Columbia

UNO CHE STA PENSANDO A TE	UNA SE A QUALUNQUE	IDIFFERENTE
BASTA RESTARE GIOVANI	E' GIA' ACCADUTO AD ALTRI	ORA CHE STIAMO INSIEME
NON IMPORTA QUANDO	AD OGNI ANGOLO	BALLIAMO?
HEY	MA NON CI SEI	PIU' VICINO

USELLINI Milan Via Maj 15

1961

AMOR (My heart)
CON QUELLE GAMBE. .
ESTATE
IL PULLOVER (This pullover)
RIVIERA
MIDI MIDINETTE
PATATINA
PISSI PISSI BAO BAO
A ADORABILE CERCASI
NON MI DIRE CHI SEI
(No me digas quien eres)
JESSICA

1962

NELL' IMMENSO DEL CIELO
E' SOLO QUESTIONE DI TEMPO
PRENDI UNA MATITA
L'ULTIMA LETTERA (Viele Liebe briefe)
TIGER TWIST
ESPERANZA
CHIHUAHUA
SAMBA DI UNA NOTA
(Samba de uma nota so)
STANOTTE (come ogni notte) TOGETHEI

HOLLY GOLLY MADISON

LETTERA DI UN SOLDATO

JA' TAMOURE' (La tahitit est arrivee)

COSI' PALLIDA

CIAO

TON

milan • italy

1963 "**CATERINA VALENTE** SINGS LUIS BONFA" LK1/4703 record Decca

INDIFFERENCA	SAMBA DE DUAS NOTAS	SE EU VOLTAR
SORRISE	TEUS OIHOS TRISTE	VEM SO
MELANCOLIA	CANTIGA DA VIDA	SAUDADE VEM CORRENDO
REVERSO	MENINA FLOR	MANIA DE MARIA

these
the new italian
world
successes

following to AL DI LA
EMILIO PERICOLI presents

mariolina

record RICORDI s.r.i. 10296

ARMANDO TROVAOLI renews the
success of IL NEGRO ZUMBON

quisaseva

record CBS BA 121031

CLAUDIO VILLA dedicates
to all the Italians abroad

italy by night

record CETRA SP 1183

ARISTON

USELLINI Milan Via Maj 15

ITALY—The Past 12 Months

(Continued from page 78)

And now we conclude our editorial doing a speedy review of the situation of Italian production on the international market. We have noted that during the year foreign countries have strongly welcomed some of our pop talents like Adriano Celentano, Mina, Tony Dallara, Betty Curtis and so on, but foreign record firms have preferred to release new productions with these artists than use the production waxed by them for the Italian market. We have noted a deep decrease in the exportation of our original record masters all over the world, South America and Spain the only markets in which the business of licensing masters still has appreciable figures.

The same thing happened in publishing matters, and we have noted that the sub-publication of our music abroad was, until now, decreasing. In some territories like England, US, Germany and Scandinavia, it was an "extraordinary" event the conclusion of a sub-edition agreement.

The situation is better in other territories, but in any case there is a decrease in all figures concerning the exploitation abroad of our music. This phenomenon is a further confirmation of the tendency of the publishers, at least until today, to create productions strictly connected with the personality of the interpreter. This creates, of course, many difficulties in the exploitation abroad of such material. On the other hand, there is also, in our opinion, another big obstacle for the diffusion of our music: Probably due to the increase of promotional costs, and the difficulty of getting a hit, publishers are asking big advances, for the licensing of their productions in foreign countries. This is also a consequence of a certain "custom" set up by the North American publishers. Connecting both things, (the scarse suitability of a repertoire created on the personality of a star, and the big amount of money requested to conclude an agreement) we can understand the big decrease in the exploitation of Italian music abroad.

But the phenomenon is general. We have noted that such a situation is the same in Italy for foreign catalogs and consequently there's a decrease of foreign success on our charts.

We think that all over the world there is now a transition period due to domination of the recorded music over the "written" music, so that the ones who create the success are the record producer along with the artist, and the musical work is almost secondary. But, in our opinion, we think that this period is ending. We have noted an increase in the request of Italian compositions, especially for the new hits on our charts. We predict a return to melody and "good music."

Of course, now we couldn't continue without mention all the big names of our publishing editorial industry like Ricordi, Messaggerie Musicali, Curci, Leonardi, Ariston and so on, at which there are so many interesting events to demand a separate and bigger article. Let's only mention the formation in Italy of Paul Anka's firm under the name Spanka Italiana, handled by Curci, the big interest showed in the US market by Alfredo Rossi, who is signing contracts with Palace and Burlington Music, and the great dynamism of the young Franz Leonardi, who obtained during the past twelve months nine big hits.

ALPHABETICAL LIST OF ALL THE RECORD LABELS ON THE ITALIAN MARKET

Ace of Clubs (Decca)
Acquario (C.G.D.)
Adventure (Durium)
Alfa
Angel (V.C.M.)
Angelicum
Archiv (Phonogram)
Arcobaleno
Argo (Decca)
Arpeggio (Meazzi)
Astraphon (Meazzi)
Atlantic (SAAR)
Audio Fidelity (Phonogram)
Baby Record (Meazzi)
Baerenreiter Musicaphon (Karim)
Barclay (RCA)
B.D.S.
Big Ben (Phonocolor)
Blue Note (Karim)
Bruno Hi-Fi (Karim)
Brunswich (Phonogram)
Cam (Durium)
Cantate Schallplatten (Karim)
Capitol (V.C.M.)
Carisch
Carosello
C B S (Ricordi)
Celson (SAAR)
Cetra
C.G.D.
Circus (Durium)
City Record
Clan (Ri-Fi)
Club (Ricordi)
Columbia (V.C.M.)
Combo (Trevisan Combo)
Command (Fonit)
Copacabana (Sabrina)
Coral (Phonogram)
Cricket (Fonit)
Curci Erate (Carosello)
Deafon (Euterpe)
Decca
Derby (C.G.D.)
Deutsche Grammophon Gesellshaft (Phonogram)
Discophiles Français (RCA)
Disneyland (Carosello)
Dominator (Vis Radio)
Ducretet Thomson (RCA)
Durium
Durium Marche Estere
Embassy (Italmusica)
E.M.G.
Euterpe
Everest (C.G.D.)
Festival (C.G.D.)
Fonit
Fonit USA
Fonola
Fontana (Phonogram)
Galleria del Corso
GBC (Meazzi)
Hi-Fi Record (Fonit)
Heliodor (Phonogram)
Hollywood (Meazzi)
Hockey (Karim)
Humourplay (Meazzi)
International HiFi (Cetra)
I.P.M. (Italmusica)
Istituto Internazionale del Disco
Italdisc
Jazzland (Phonogram)
Jockey (Arcobaleno)
Jolly (SAAR)
Jugoton (Durium)
Juke Box
Jupiter (Combo)
Karim
King Universal (RiFi)
Liberty (V.C.M.)
London (Decca)
Meazzi
Meazzi classica
Melodicon (Phonogram)
Mercury (Phonogram)
Mezhdunarodnaja Kniga (Ricordi)
M.G.M. (C.G.D.)
Mondial Record (Italmusica)
Music (SAAR)
New Jazz (Karim)
Odeon (Carisch)
Oiseau Lyre (Decca)
Palette (C.G.D.)
Panoramic (Meazzi)
Parlophon (Carisch)
Pathé (V.C.M.)
Period (Karim)
Philips (Phonogram)
Phonocolor
Phonotype Record
P.I.G. (Italmusica)
Polydor (Phonogram)
Post (Carosello)
Prestige (Karim)
Primary (Ri-Fi)
Pye (RCA)
Regal (V.C.M.)
Reprise (Galleria del Corso)
Ricordi
Ri-Fi Record
Riverside (Phonogram)
Roma - Di - Fi Record
Ronnex (Karim)
Royal (Durium)
Roulette (Ricordi)
Round Table (Ricordi)
Sabrina
Said Record
Salvador (Meazzi)
Silver Record (Italmusica)
SIR (Italmusica)
Sprint (Durium)
Stateside (V.C.M.)
Studio SM (Karim)
Style (Phonocolor)
Sugar Music (C.G.D.)
Tavola Rotonda (Ricordi)
Telefunken (Decca)
Tico (Ricordi)
Time Records (Ri-Fi)
United Artists (C.G.D.)
Universal (Phonotype)
Valois (Karim)
Variety (Ri-Fi)
Vedette (Ri-Fi)
Verve (C.G.D.)
Victrola (RCA)
Vik (RCA)
Vis Radio
Viola
Voce del Padrone (La)
Vogue (SAAR)
Warner Bros (SAAR)

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presents

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ADRIANO CELENTANO

MICKY DEL PRETE

MARIANO DETTO

DON BACKY

I RIBELLI

Dino Pasquadibisceglie

Giorgio Benacchio

Gino Santercole

Gianni Dall'Aglio

Natale Massara

★★★★★ his ★★ CLAN CELENTANO ★★★

record production

general manager: Alessandro Celentano

Milano
Piazzetta Pattari 7
tph 86 14 01-86 14 80

his hits

Adriano Celentano	STAI LONTANA DA ME	ACC 24001
	AMAMI E BACIAMI	"
	SEI RIMASTA SOLA	"
Don Backy	FUGGIASCO	ACC 24003
	LA STORIA DI FRANKIE BALLAN	"
Adriano Celentano	PREGHERO	ACC 24005
	PASTICCIO IN PARADISO	"
I RIBELLI	LA CAVALCATA	ACC 24002
	SERENATA A VOLLECHIARA	"
Adriano Celentano	IL TANGACCIO	ACC 24009
	GRAZIE PREGO SCUSI	"
Don Backy	L'OMBRE NEL SOLE	ACC 24007
	TU PIANGEVI	"
Detto Mariano	GUITAR SONG	ACC 24010
	05/21	"
Don Backy	AMICO	ACC 24011
	DIMMI COSA C'E	"

★★★ his publishing firm ★★★

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Francoise Hardy

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IN 1963

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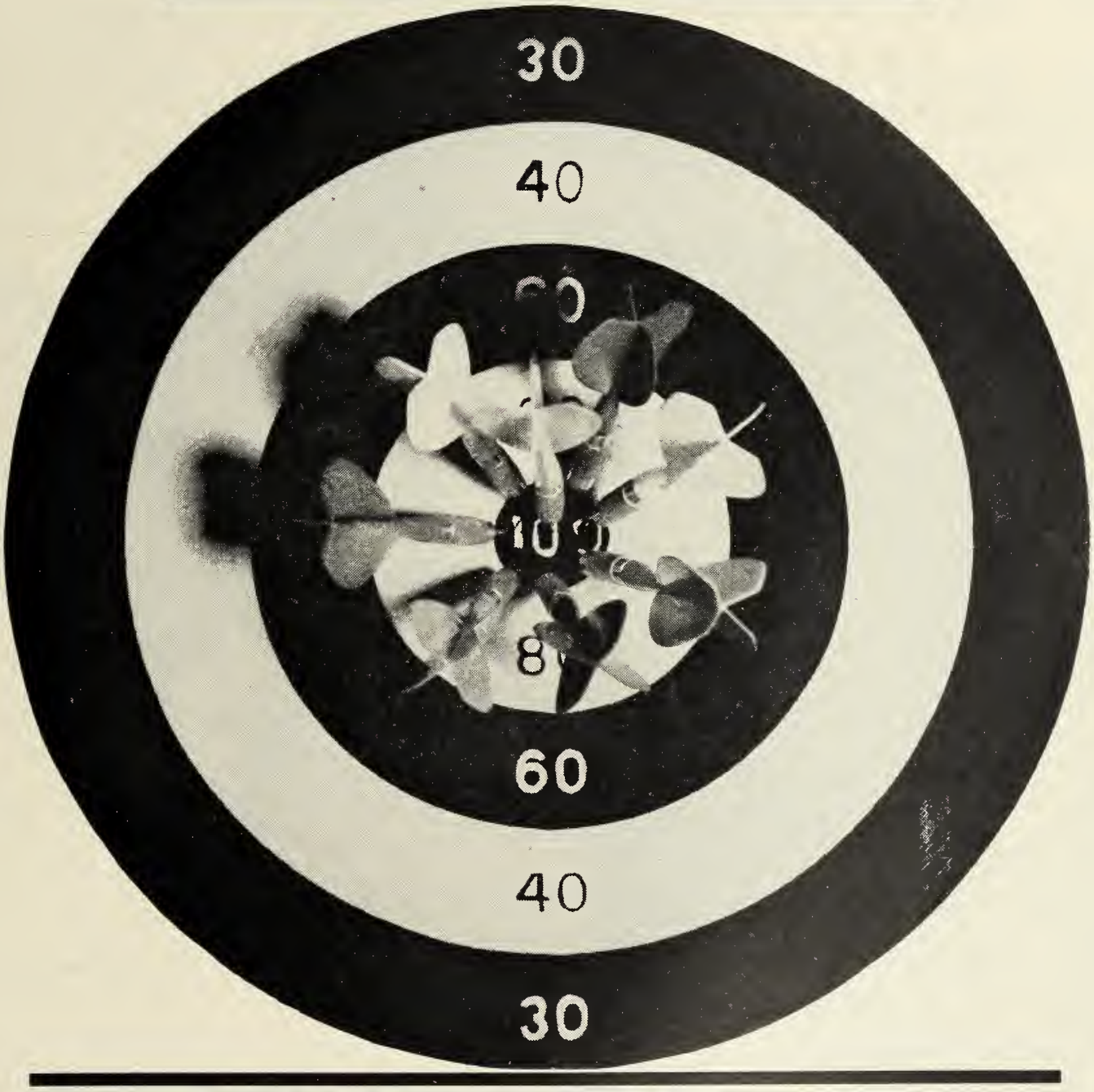
HITS THE CHARTS

WITH THE HOTTEST SONGS

AND THE BEST ARTISTS



NICO FIDENCO: LEGATA A UN GRANELLO DI SABBIA

RITA PAVONE: COME TE NON C'E' NESSUNO

NEIL SEDAKA: LA TERZA LUNA

UMBERTO BINDI: UN RICORDO D'AMORE

SERGIO ENDRIGO: IO CHE ANO SOLO TE

PAUL ANKA: UN RICORDO PER TE

NEIL SEDAKA: I TUOI CAPRICCI

GINO PAOLI: SAPORE DI SALE

RITA PAVONE: ALLA MIA ETA'

BY THE PUBLISHING DEPARTMENT — RCA ITALIANA S.p.A.

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THE MOST SUCCESSFUL ITALIAN ARTIST
ALWAYS AT THE TOP OF THE CHARTS

IN U.S.A.
NEXT SEPTEMBER

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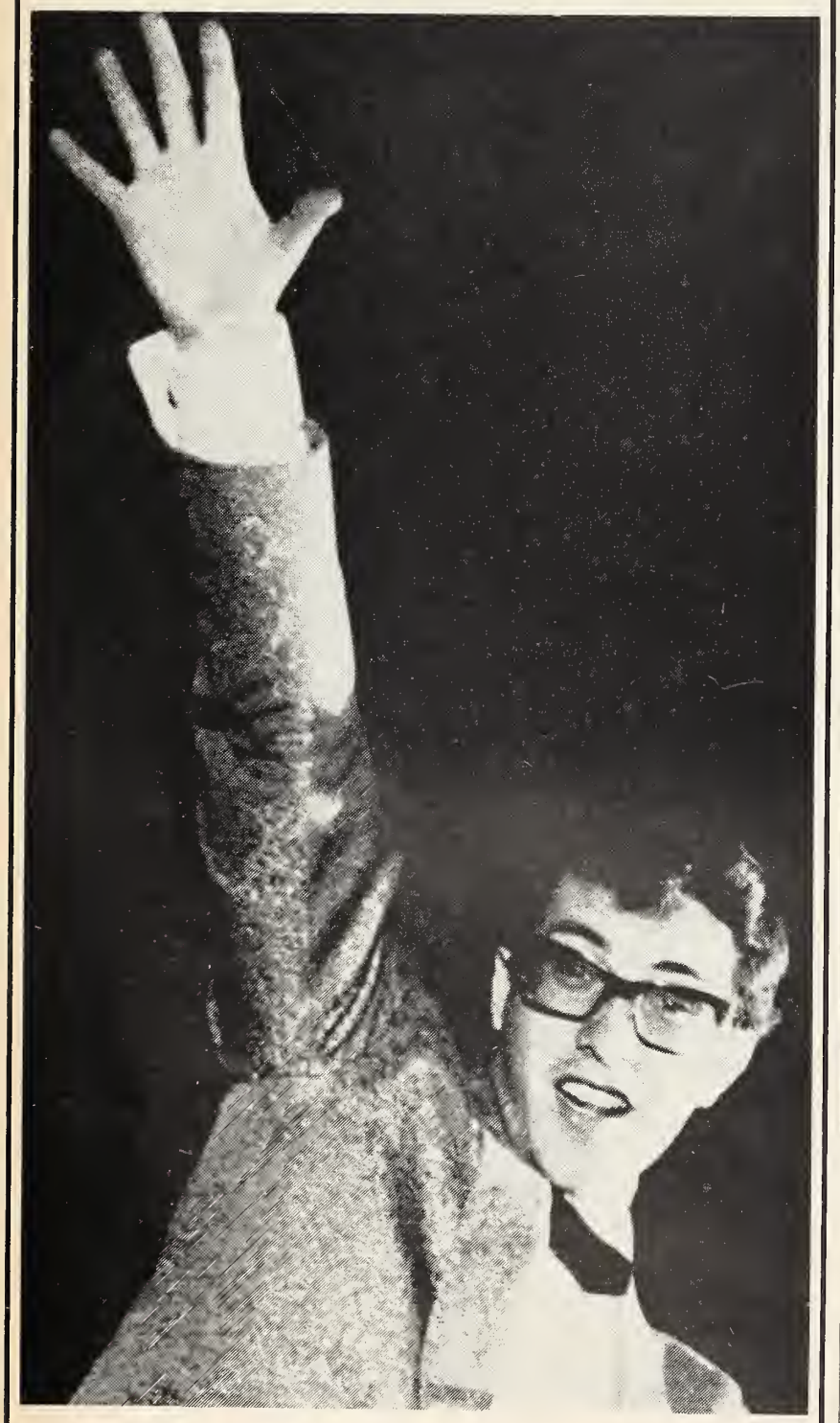

CARISCH S.p.A.

music publishers — record producers
via General Fara 39 — Milan — tel. 65 07 41

ITALY'S BEST SELLERS OF THE PAST 12 MONTHS

1	Preghero	Adriano Celentano	Clan
2	Come Te Non C'E' Nessuno	Rita Pavone	RCA
3	Speedy Gonzales	a) Peppino Di Capri b) Pat Boone	Carisch Decca
4	Si E Spento Il Sole	Adriano Celentano	Saar
5	Grazie Prego Scusi/Il Tangaccio	Adriano Celentano	Clan
6	La Partita Di Pallone	a) Rita Pavone b) Cocky Mazzetti	RCA Rifi
7	Ogni Giorno	Paul Anka	RCA
8	Chariot	a) Betty Curtis b) Frank Pourcel c) Petula Clark	CGD VCM Vogue
9	Alla Mia Eta	Rita Pavone	RCA
10	Il Ballo Del Mattone	Rita Pavone	RCA
11	Uno Per Tutte	a) Tony Renis b) Emilio Pericoli	VCM Ricordi
12	Giovane Giovane	Pino Donaggio	VCM
13	Guarda Come Dondolo	Edoardo Vianello	RCA
14	Baci	Remo Germany	Saar
15	Piangero Per Te	Paul Anka	RCA
16	La Terza Luna	Neil Sadaka	RCA
17	Quando Calienta El Sol	a) Los Hermanos Rigual b) Los Marcellos Ferial	RCA Durium
18	Quelli Della Mia Eta	a) Francois Hardy b) Catherine Spaak	Vogue Ricordi
19	Io Che Amo Solo Te	Sergio Endrigo	RCA
20	Stai Lontana Da Me/Sei Rimasta Sola	Adriano Calentano	Clan
21	Amore Fermati	Fred Bongusto	Rifi
22	Stessa Spiaggia Stesso Mare	a) Mina Piero Focaccia	Italdisc Rifi
23	Tu Vedrai	Ricky Gianco	Clan
24	Addio Mondo Crudele	Peppino Di Capri	Carisch
25	St Tropez Twist	Peppino Di Capri	Carisch
26	Tu Non Lo Sai	Neil Sedaka	RCA
27	Amor Mon Amour My Love	a) Claudio Villa b) Eugenia Foligatti	Cetra Rifi
28	Ogni Notte	Paul Anka	RCA
29	Desafinado	Joao Gilberto	Bluebell

ITALY — RECORD MANUFACTURERS

ARCOBALENO JOCKEY
Tel: 226982
Via Indipendenza 32, Naples
Mr. Bianchi, director
Labels: Arcobaleno, Jockey

BLUEBELL
Tel: 48 29 74
Via Garian 52, Milan
Mr. Casetta, director.
Labels: 20th Century Fox, Chancellor, Colpix, Delfi, Challenge, Canadian American, Cadence, Vee Jay, Candid, Storyville, Sonet, Debut, Bluebell.

CARISCH
Tel: 65 07 41
Via General Fara 39, Milan
Mr. Galli, director; Maestro Mazzocchi, art adviser.
Labels: Carisch, Odeon, Parlophon, Parlophon-King.
Recording studio: Via Monviso 17, Milan.

CEMED
Tel: 79 14 40
Galleria del Corso 4, Milan
Mr. Gramitto Ricci, director.
Labels: Carosello, Curci, Erato, Disneyland, Mardigrass Post, Triola

CIAK EDIZIONI DISCOGRAFICHE
Tel: 8486498
Viale G. D'Annunzio 23, Milan
Mr. Grassi, Director.
Labels: Ciak, Fonocrom.
Recording moulding factory: Fonocrom, Bellano (Como).

CLAN CELENTANO
Tel: 861480
Piazzetta Pattari 7, Milan.
Mr. Alessandro Celentano, director
Labels: Clan, Italian Yank.

COMBO RECORD SOCIETA TREVISAN
Tel: 79 91 58
Corso Europa 16, Milan
Mr. Trevisan, director.
Labels: Combo.

COMPAGNIA GENERALE DEL DISCO (C.G.D.)
GALLERIA DEL CORSO (G.C.)
Tel: 79 48 41
Galleria del Corso 4, Milan
Mr. Sugar, president; Mr. Crepax, manager; Mr. Giannini, executive manager.
Labels: CGD, MGM, United Artists, Verve, Everest, Palette, Carlton, Aquario, Derby, GC, Reprise, Cameo, Parkway, Ikory, Festival, Sugarmusic, Ascot.

DECCA
Tel: 87 40 48
Via Brisa 3, Milan
Mr. Bacchini, director.
Labels: Decca, Telefunken, Argo, Oiseau Lyre, London (Dot, Kapp, Hi, Jamie, Guyden, Challenge, Big Top, Warwick, Sun, Monument, Felsted), Ace of Clubs.

DURIUM
Tel: 873494
Passaggio degli Osii 2, Milan
Mr. Krikor Mintangian, president
Labels: Durium, Circus, Royal, Sprint, Adventure, CAM, DME, Paris, Jugoton.
Durium distributes in Italy the Cemed's catalogue and abroad the Clan's repertoire (excluding Switzerland and South America).
Recording moulding factory: Durium, Erba, Como.
Sound recording studio: Via Pastrengo 16, Milan.

FONIT-CETRA
Tel: 57 77
Via Bertola 34, Turin.
Mr. Carrara, director.
Fonit's labels: Fonit, Cricket, Command, Hi Fi Records.
Cetra's labels: Cetra, Excelsius, Miller International, Stereo Fidelity.
Record moulding factory: Via Meda 45, Milan
Recording studio: Via Bertola 34, Turin.

KARIM S.p.A.
Tel: 700166
Galleria del Corso 2, Milan
Tel: 592502
Via Maragliano 8/1, Genova
Mr. Luigi Arduino, General Manager.
Labels: Baerenreiter Musicaphon, Blue Note, Prestige, Valois, Ronnex Records, Cantate Schallplatten, Karim, Hockey.

JAGUAR RECORDS
Tel: 782337
Galleria Passerella 1, Milan
Mr. Benito Vassura, director.
Labels: Jaguar.

JUKE BOX ITALIANA
Tel: 79 53 53
Galleria del Corso 2, Milan
Cario Alberto Rossi, director.
Labels: Juke Box.
Recording studio: Via Barletta 11, Milan.

MEAZZI
Tel: 86 73 61
Via Piatti 4, Milan
Meazzi Bros., directors.
Labels: Meazzi, Hollywood, GBC, Meazzi Classica, Astraphon, Baby Record, Panoramic, Arpeggio, Humorplay, Salvador.

PHONOGRAM S.p.A.
Tel: 637361
Via Turati 8, Milan
Mr. Manlio Baron, Managing Director.
Mr. Riechof, General Manager.
Labels: Deutsche Grammophon Gesellschaft, Archiv Produktion, Polydor, Coral, Helidor, Brunswick, Philips, Fontana, Mercury, Riverside. Jazzland.
Record moulding factory: Via Benadir 14, Milan.
Recording Studio: Piazza Cavour 2, Milan.

PHONOCOLOR
Tel: 37 11 30
Via Maffucci 18
Director: Mr. Rota, Mr. Sciascia.
Labels: Phonocolor, Primavera, Style, Big Ben
Record moulding factory: Via Maffucci 18, Milan.

RCA VICTOR
Tel: 41 60 41
Via Tiburtina KM 12, Rome
Giuseppe Ornato. Ennio Melis, directors.
Labels: RCA Victor, RCA Camden, RCA Serie Europa, Vik, Ducretet Thomson, Discophiles Francais. Barclay, Pye.
Record moulding factory: Via Tiburtina Km 12, Rome.
Recording studios: Via Tiburtina Km 12, Rome.

G. RICORDI & C.
Tel: 89 82 42
Via Berchet 2, Milan
Dr. Ing. Guido Valcarenghi, president and managing director; Dr. Eugenio Clausetti, managing director; Dr. Guido Rignano, general manager; M. Enzo Micocci, A. & R. manager: Paolo Ruggeri, merchandising.
Labels: Ricordi, CBS, Roulette, Argo, Mezhdunarodnaia Kniga, Round Table, Tavola, Rotonda Tico. Club.
Recording Studio: Via dei Cinquencento 1, Milan.

RI.FI RECORDS
Tel: 212117
Corso Buenos Aires 77
Mr. Giampiero Rossi, president.
Mr. Ansoldi, General Manager.
Labels: Ri.fi, Variety, Primary, Publidisco, Time Records, Delta, Westminster.
Rifi distributes in Italy, the catalogues of Clan and Vedette.

RED RECORD
Tel: 35 30 338
Pero, Milan
Mr. Bonaccina, director.
Labels: The Red Record, Green, Polar.

(Continued on page 92)

RCA ITALIANA
RECORDING STUDIOS
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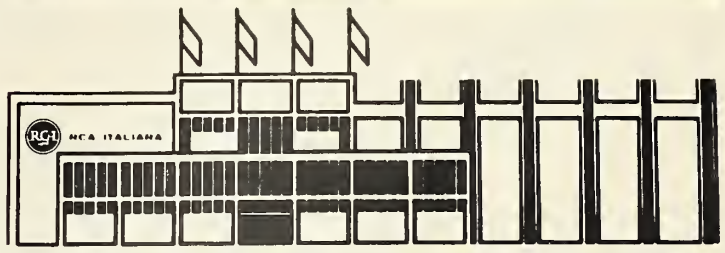

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ZANIBON Edizioni Musicali
Piazza dei Signori 24, Padova

Italy — Record Manufacturers

(Continued from page 90)

S.A.A.R.

Tel: 4690765
Viale di Porta Vercellina 14, Milan
Mr. Walter Gürtler, director.
Labels: Jolly, Vogue, Warner Bros., Celson, Atlantic, Music, Stella.
Record moulding factory: Via Salvatore Pianel 21, Milan.
Recording Studio: Via Gramsci 20, Pero (Milan)

SUPRAPHON

Vie Tazzoni 6, Rome.
Mr. Trovaioli, director.
Label: Supraphon.

VEDETTE RECORDS

Tel. 898248
Via San Paolo 15, Milan
Mr. Armando Sciascia, director.
Labels: Vedette.

VIS RADIO

Corso Umberto I, 132, Naples
Mr. Scopa, managing director; Maestro Conte, artistic director.
Label: Vis Radio.
Sound recording room: Cupa Cajafa 36, Naples.

VOCE DEL PADRONE COLUMBIA MARCONIPHON

Tel: 43 40 41
Via Domenichino 14, Milan
Francois Minchin, director.
Labels: La Voce del Padrone, Capitol, Columbia, Pathe, Impulse, Liberty, ABC Paramount, King, Coed, Imperial (Germany), Regal, Stateside, Angel.
2 record moulding factories: 1) Via Domenichino 14, Milan—2) Viale Umbria 37, Milan
Recording studio: Via Santa Eufema 25, Milan.

Potential of Record Sales in Italy Greater Than Present

by Vincenzo Micocci—A&R Director of Dischi Ricordi & CBS

After the remarkable expansion of recent years, one can say that at present the Italian market is rather static. The total volume of sales remains considerably below that of other European countries. Though the per-capita income in Italy is less than in Germany, France or England, Italy's market potential is unquestionably more than the levels that have been reached at this time.

The major labels fully realize this and are carrying-out a series of studies and other endeavors in order to exploit this potential more thoroughly. They meet, however, remarkable difficulties, among which are the negligible cooperation of the State-run radio & TV system, burdensome and antiquated fiscal systems and a contract with BIEM that does not sufficiently correspond with the current market status. All this makes it difficult for price revisions and promotional undertakings needed for further expansion.

Considering the pop field in particular, a new event has taken place on the Italian market: this is the ever-increasing acceptance of local artists and repertoire. The greatest hits are Italian. Several big foreign hits have gotten recognition in Italy only through an Italian singer, and foreign artists have succeeded on the charts almost exclusively by recording their hits in Italian.

For instance, a recent look at the Italian charts showed: among the 27 best-sellers, 14 were Italian songs by Italian artists; two Italian songs by foreign singers; three foreign tunes sung in Italian by Italian artists; 5 foreign pieces sung in Italian by foreign artists; and only three foreign hits in their original versions. The majority of Italian-sung works is very significant.

Record fans do not only want to listen to songs in their own languages, but also want the opportunity of meeting foreign artists in order to understand and appreciate better their personality. It's therefore necessary for foreign singers to come to Italy at least for TV appearances and perhaps give up those high fees they usually get in the U.S. Among the top companies, CBS is just starting to act on the Italian market by having their biggest U.S. titles sung in Italian by American artists. These artists thus show a greater and greater interest in the Italian repertoire, which is often internationally exploitable.

Hit Songstress

MILAN—Caterina Spaak, who recently got a big hit with "Tous Les Garcons Et Les Filles," is shown with Vincenzo Micocci, the artistic and production director of Dischi Ricordi and CBS Records.

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Worldwide Music Directory (Continued from page 64)

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Phone: 2-1868, 2-5388
Cable: GRECHA PANAMA
Pres.: Mr. Julio Ernesto Sosa
Labels (domestic): Grecha
Labels (others): Angel, Ansonia, Canadian-American, Columbia, Dot, Fuentes, Kubaney, Maype, Miami, Montilla, Orfeon, Panart, Parkway, Seeco, Tropicol, United Artists, Westminser, and many others.

PANAMA RADIO CORP.—Aparado 406—PANAMA
(Plaza 5 de Mayo—Panamá)
Phone: 2-0880
Cable: PARADCO PANAMA
Pres.: Mr. Donald Halman
Labels (others): RCA Camden, RCA Victor, among others.

TROPELCO S.A.—Apartado 827—PANAMA
(Via España y Avenida Central—Panamá)
Phone: 3-1285, 3-6157, 2-2051)
Cable: TROPELCO PANAMA
Pres.: Mr. Roy M. Bettis
Labels (domestic): Artelec, Tropelco
Labels (others): ABC-Paramount, Alegre, Capitol, CBS, Gammo, Gema, Grand Award, Kapp, Liberty, London, Mercury, M.G.M., Musart, Peerless, Smash, Sono-Radio, Venevox, Worner Bros.

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Labels (others): Philips

PERU

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Pres.: Mr. Alejandro Garland Melian
Labels (others): Imports records from various countries

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Pres.: Mr. Polidoro Garcia
Labels (domestic): El Virrey
Labels (others): Archiv-Produktion, Coral, Decca, Dutscho Grammophon, Hispavox, Mercury, M.G.M., Peerless, Philips, Polydor, United Artists.

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Pres.: Mr. Nilo Marchand Oneto
Labels (domestic): FTA
Labels (others): RCA Victor

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INDUSTRIAS ELECTRICAS MUSICALES PERUANAS, S.A.—Apartado 67—LIMA
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Labels (others): Atlantic, Capitol, Imperial, Palette, Parlophone

SUPER RECORD CO.—252 Escolta Street—Suites 301-303 Escolta Building—MANILA
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Labels (others): Mercury, Smash, Wing

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Labels (others): Warner Bros.

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Italy's Record Market Will Expand

by GIUSEPPE ORNATO, General Manager of RCA ITALIANA

I believe in the expansion of the Italian record market.

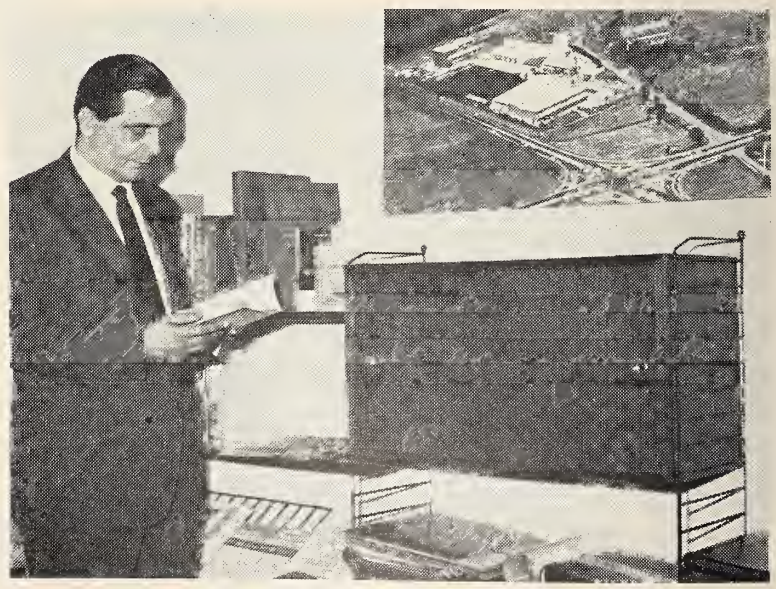
Tomorrow's forms of entertainment will go through a deep variation thanks to the greater free time at disposal of the average Italian and to the increased standard of living.

The record will become a product of larger use, a new form of entertainment which will add to those traditional forms such as the sports and cinema and those developed in the years of the Italian "economic miracle" such as automobile excursions, television and so on.

To help this trend, the record industry has to continue the improvement of quality of both recordings and finished product (records, covers, etc.) the development of an ever efficient and capillary distribution through dealers, helped by sales through record clubs, and finally the development of new forms of publicity and promotion to make records better known to the various levels of the Italian public. To this end, the jukebox would continue to be a fundamental element, especially amongst teenageers.

Therefore if the record industry will know how to continue in this healthy manner, offering products that meet with the public's taste, our forecast will be valid that the Italian market from the present 20/22 million records may reach the sales levels of other European countries such as France (40 million), Germany (60 million), Great Britain (80 million).

At Work



Giuseppe Ornato, general manager of RCA Italiana, is pictured in his offices in Rome. On the wall is a striking aerial photo of RCA's plant, located near Rome.

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Director: Sampedro
Adress: Paseo de las Delicias 67, Madrid
Phone: 227 15 51
Labels (domestic): Philips, Fontana
Labels (others): Philips, Fontana, Polydor, Coral, Mercury, Brunswick, DGG, Archiv, Roulette, Bambino, Riverside.

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Pres.: Jose Manuel Vidal
Adress: Cartegena 62, Madrid
Phone: 256 57 00
Labels (domestic): Hispavox
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Pres.: Juan Burbano Barguno
Adress: Urgel 234, Barcelona
Phone: 230 22 05
Labels (domestic): Odeon, Regal, Voz Su Amo (HMV)
Labels (others): Capitol, Epic, HMV, Liberty, Parlophone, Pathe, Stateside, Columbia (Italy)

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Gen'l Mgr. Guillermo Caram
Adress: Torre de Madrid, Madrid
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MADRID (SPAIN)

Best Sellers By Companies

BELTER

TITLE	ARTIST	LABEL
E.P.'s		
Manolo Escobar	(2.029)	
Paquito Jerez	(50.443)	
Ennio Sangiusto	(50.645)	
Argentina Coral	(50.867)	
Andy Russell	(50.626)	

C.B.S.

E.P.'s		
West Side Story	Original Soundtrack	
Balada De La Trompeta	Los Cinco Latinos	
Popotitos	Enrique Guzman	
Et Maintenant	Los Cinco Latinos	
Aquellos Ojos Verdes	Ray Conniff	
L.P.'s (Mono)		
West Side Story	Original Soundtrack	
Todos Los Exitos	Several Artists	
El Continental	Ray Conniff	
L.P.'s (Stereo)		
West Side Story	Original Soundtrack	
El Continental	Ray Conniff	
Malagueña	Percy Faith	

CUBALEGRE

Moliendo Café	Mario Suarez	
La Pachanga	Conjunto Casino	
Sabor A Mi	Oreste Macias	
El Pecador	Hector Cabrera	
Cariño Mio	Hector Cabrera	

FONOGRAM S.A.

Best Seller E.P.'s		
Popotitos	Mike Rios	Philips
Ramona	Blue Diamonds	Fontano
Let's Twist Again	Johnny Hallyday	Philips
Mira Qué Luna	Torquatto	Philips
Canción De Juventud	Rocio Durcal	Philips
Best Sellers L.P.'s		
Una Noche En El'Corral De La Morería		Philips
Exitos De Siempre	The Platters	Mercury
Johnny Hallyday	Johnny Hallyday	Philips
Exitos Europeos Por Cugat	Xavier Cugat	Mercury
Vaya Percusión	David Carroll	Mercury

HISPAVOX

E.P.'s		
Todos Los Chicos Y Chicas	Francois Hardy	Vogue
Pasodobles Toreros	Ricardo Dorado	Hispavox
Las Palmeras	Alberto Cortez	Moonglow
La Reina Del Chanteclair	Sarita Montiel	Hispavox
I Can't Stop Loving You	Ray Charles	ABC Paramount
L.P.'s (Mono)		
Katiuska	Alfredo Krauss	Hispavox
La Del Manojo De Rosas	Alfredo Krauss	Hispavox
La Reina Del Chanteclair	Sarita Montiel	Hispavox
L.P.'s (Stereo)		
Pasodobles Toreros	Ricardo Dorado	Hispavox
Los Cañones De Navarone	Al Caiola	United Artists
La Tabernera Del Puerto	Alfredo Krauss	Hispavox

ODEON

Best Seller's E.P.'s		
Perdóname	Duo Dinamico	Voz Su Amo
Et Maintenant	Gilbert Becaud	Voz Su Amo
Balada Gitana	Duo Dinamico	Voz Su Amo
Di Papá	Jose Guardidla	Voz Su Amo
Balada De La Trompeta	Georges Jouvin	Voz Su Amo
Best Seller's L.P.'s		
Exitos Del Dúo Dinámico	Duo Dinamico	Voz Su Amo
Páginas Célebres	Frank Pourcel	Voz Su Amo
Mallorca-cantos Y Danzas	Ayres De Montanya	Voz Su Amo
Grand Canyon Suite	The Hollywood Bowl	Symphony Orq. Capitol
Música Y Castañuelas De España	Emma Maleras	Voz Su Amo

RCA

Best Seller's E.P.'s		
Cuando Calienta El Sol	Hermanos Rigual	RCA Victor
Madison Time	Harry Madison	RCA Victor
La Novia	Antonio Prieto	RCA Victor
A Steel Guitar And A Glass Of Wine	Paul Anka	RCA Victor
La Paloma	Elvics Presley	RCA Victor
Best Seller's L.P.'s		
Recuerdo De Mario Lanza	Mario Lanza	RCA Victor
Recuerdo De Jorge Negrete	Jorge Negrete	RCA Victor
La Tuna Pasa	Tuna de Peritos	RCA Victor
Caruso Y Gigli	Caruso Y Gigli	RCA Victor
Caruso		RCA Victor

VERGARA

El Casament	Juan Capri	Vergara
Esta Noche Pago Yo	Jose Guardiola	Ariola
Cuando Calienta El Sol	Golden Quarter	Vergara
Ricorda	Milva	Cetra
Uno Per Tutte	Emilio Pericoli	Ricordi

ZAFIRO

E.P.'s		
Los Llaneros	Los Llaneros	Zafiro
Tangos	Carlos Acuña	Zafiro
Tómbola	Marisol	Montilla
El Twist De Los Pájaros Locos	Los Pajaros Locos	Iberofón
Pasodobles Y Castañuelas	Orquesta Maravella	Zafiro
L.P.'s		
Narciso Yepes	Narciso Yepes	Zafiro
Tangos	Carlos Acuña	Zafiro
Pasan Los Estudiantes		Iberofón
Todos A Bailar	Orquesta Maravella	Iberofón
La Corrida		Iberofón

SPAIN—The Past 12 Months

As expected, the past twelve months in Spain's record world were really successful, which means a great growth of sales. The market is now a little bigger because of the number of record players in homes increased this year. A big promotion is underway for record players and probably at the end of the year, there will be nearly 200,000 more phonos in homes. On most of these record players it is possible to play stereo records. There will be almost a million record players in Spain at the end of the year, including those of 78 r.p.m., not used much.

The Spain market is still-and probably will be forever—an EP market. Besides a considerable increase of LP sales-really low last year—most of the advences and progress of the market were done on EP. Some companies report a 30% sales increase. Singles sales are not good. Perhaps the reason is that Spain has not many juke boxes. Another reason is that dealers do not like singles, because they do not sell them as well as EP. Only Fonogram, Odeon and RCA continue releasing a certain number of singles. Prices are: 85 pts. for EP (1$=60 pts) and around 250 for LP's. Singles rose from 45 to 50 pts and recently Hispavox began to sell EP's for 90 pts.

EP sales figures are now higher than a year ago, but remain still low, compared with other markets. Initial releases usually consist of 500 copies. A good sale (really a hit) is the 5,000 mark. With big promotion and spending, a big hit can reach 20,000.

Recently a strong increase of LP sales was noted. Hispavox sold very well stereo and mono copies of the original soundtrack of "West Side Story" (probably the number one LP seller). Fonogram did the same with Mercury stereo albums. RCA recently released its "Colección preferente," LP series at low prices (175 pts). The labels included are Pye Golden Guinea, Vik, Victrola and Camdem. Record clubs continue their success at selling LP's by mail. These clubs are: Selecciones (Reader Digest), Club Internacional del Disco and Discorama (which sells Mercury product).

LP stereo releases get good sales. There is a hopeful future for stereo in Spain. Till now, only Fonogram, Odeon, Columbia, and Hispavox released stereo records. Most successful labels on stereo are C.B.S. (distributed by Hispavox), United Artists, Mercury, Capitol, Decca (English). Fonogram issued PPS Mercury albums with success. Belter will begin selling stereo records in October and RCA will promote in September Dynagroove Living Stereo recordings. Hispavox has the only stereo cutting plant in Spain (Ortofon).

The list of best sellers is something new in Spain. Till now, several magazines and radio programs have made popularity polls that show the popularity of a singer or of a song, but not the amount of sales. Between them we can mention Discomania, Olimpiada musical, Discobolo, Escala de la fama, Campaña de la popularidad. A few months ago, Discobolo began to make a list of best sellers every fifteen days, taking information from dealers. This survey is now the most respected hit parade of Spain.

The Festival de Madrid (May 15) was a great success. The first prize was "Enseña tus manos," and after, as follows: "Con permiso de papá," "Contigo sí," "Balada del soldado," Hasta luego, corazón." "Mucho, poco y nada," "Viejo piano," "Humo." "Definitivamente." "Medieval." "Viejo Madrid" and "Hecha en España." The songs were acquired by the publishers that organized the Festival, after the prizes were known. This summer they will have more Festivals: Benidorm (Spanish songs only) and the "Festival de la Canción Mediterránea" with songs composed by authors of France, Italy, Greece, Malta, Spain, Chipre.

Hard facts concerning the record industry were the sale of RCA installations (pressing plant, recording studio, offices) to Fonogram S.A., a new company formed by Philips and Siemens; the inauguration of new Hispavox studios, with a party featuring the Brothers Four and Los 3 Sudamericanos, both of C.B.S., now handled in Spain by Hispavox. Cash Box also met there Peter de Rougemont. As noted in the April column, another party was given by Hispavox for Goddard Lieberson, who recently visited Spain to contact Hispavox' executive members. Jimmy Johnson, from Disneyland and Villareal, from Mexico C.B.S. were also here. Saef company was incorporated to Belter.

Other label news: Cameo Parkway changed from RCA to Hispavox. Odeón began to distribute here with success the Stateside label. Belter now distributes Prosadisc and Ri-Fi sessions. MGM will be handled by Fonogram. Cubalegre distributes three new labels: Marpar, Crown and Chantecler. Vergara distributes Clan Celentano and Cetra. Zafiro is doing well with the French label Ducretet-Thomson. RCA began to handle Disc-jockey label production.

Artist news: Local artists now get better sales. Duo Dinámico still remains a top Spanish group. José Guardiola—still a top local singer—changed from HMV to German label Ariola. His first recording for Ariola is now getting good sales in the market. The new sensation, Tito Mora, reached in few months a high position among Spanish artists. Raphael, a very young singer introduced last year in the Festival de Benidorm, changed from Philips to French label Barclay. Marisol, the 15 year old songstress and film actress, signed a contract with the Zafiro label, which also signed Elder Barber. Belter got Andy Russell, Juanito Valderrama, Franz Joham (who is the most popular TV showman of Spain Dolores Abril and Estrellita Castro.

C.B.S. issued a series of hits sung in Spanish: "Blame It On The Bossa Nova" (Eydie Gorme), "Gina" (Johnny Mathis), "Go Away Little Girl" (Steve Lawrence).

Visits of international artists are now a usual matter. Top TV shows ("Amigos del lunes" from Barcelona, and "Gran parada" from Madrid) present such popular artists as Johnny Hallyday, Mina, Richard Anthony, Petula Clark, Claude Françoise, The Tokens, Domenico Modugno, Hermanos Rigual, Lucho Gatica, Luciano Tajoli, Harold Nicholas, Tony Renis, Cocki Mazzetti, Peppino de Capri, Alma Cogan, Nico Fidenco, Emilio Pericoli, Jayne Mansfield, Tony Dallara, Donna Hightower, Lou Bennet, Gilbert Becaud, Sacha Distel and others. Top English team, Cliff Richard, The Shadows and Frank Ifield, were in Barcelona recording in Spanish. Adam Faith spent his holidays in Barcelona. Norrie Paramor produced the recording of Cliff and The Shadows. Nana Mouskouri and The Platters got success on his performances.

Best selling artists are still Elvis Presley, Paul Anka, Johnny Hallyday, Gilbert Becaud, Connie Francis, Ray Charles and Cliff Richard. The successful careers of Françoise Hardy (today one of the most popular artists in Spain) and Italian Ennio Sangiusto began just a few months ago. Among the Spaniards, Dúo Dinámico, José Guardiola, Manolo Escobar. Paquito Jerez, Joselito, Sarita Montiel and Lolita Garrido continue their success. Singers of "the new wave" are really doing well: Rocío Dúrcal, Raphael, Mike Ríos, Tito Mora and Michel are among the best of local singers.

The twist still has great commercial power, together with rock and roll and the bossa nova. A little less popular are the madison and tamouré. However, teenagers—they are the ones that buy records—also like sentimental songs (Presley ballads sell well). Spanish folk music sells well among tourists who come to Spain for a sunny holiday. Jazz is promoted now by some labels, including RCA, Odeon and Hispavox.

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SWEDEN—
The Past 12 Months

1963 has, so far, been a good year as well as a bad. Unfortunately, when looking at sales figures, the impression of a bad year is the most dominating viewpoint.

To mention pleasant things first, certain labels, either new labels or labels which have been on the market for some time but without any particular success, have suddenly appeared on the charts. Among the newcomers is CBS, which got a top seller from the very start with Eydie Gorme's "Blame It On The Bossa Nova." Among labels which have been at the market for some years without making too much noise, is Warner Bros. Records, which suddenly came on with "Rhythm Of The Rain" with The Cascades, a record long on the Swedish charts. It should be noticed, however, that Warner Bros. has done better on LP sales, where there has been WB albums among the best sellers several times.

Verve was considered too much of a jazz label to have much chances in the pop music field, at least until "Desafinado" with Stan Getz and Charlie Byrd began to sell in the middle of January and held a position among the top ten for nine weeks. Also the LP album titled "Desafinado" was a top seller of its kind, and as single, EP or LP, "Desafinado" looks like an evergreen that will never stop selling.

Stateside, the EMI label, has also been a frequent guest at the charts in 1963, starting with "Remember Then" with The Earls, and later with Dion's "Sandy".

The flip side of this medal is the bad sales figures that make nobody particularly happy. When a record happens to reach a number ten or nine position on the Swedish charts these days, it means it has sold better than many other records, but it doesn't mean that the record manufacturer is getting rich on what's coming in. It might be open to question if the manufacturer will get particularly rich even if the record moves up to a number one position in the charts.

There was a time when record manufacturers invited the press to parties when Gold Disks was awarded to artists after the sale of 100,000 records, but it is almost 18 months since last time the press had to worry about such an invitation. Should the present trend continue, it is dubious if there'll be any more Gold Disk parties, unless the sales figures for a Gold Disk is changed from present 100,000 to about 60,000, which very well might be compared with a 100,000 sale in the good old days.

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Cable: orebromissionen orebro
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Labels (domestic): Jubilate—Religious music

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Cable: cupol stockholm
President: Mr. Helge Roundquist
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Labels (domestic): Cantus
Religious music—The Baptists

EUROPA-PRODUKTION—Drottninggatan 65 STOCKHOLM C
Phone: 11 62 40
Cable: europasong stockholm
President: Mr. Ake Gerhard-Larsson
Labels (domestic): Europa

E.W.-TON—Folkskolegatan 16—STOCKHOLM Sv
Phone: 68 30 19
President: Mr. Evert Wallin
Labels (domestic): EW-Ton, Schlagerton

FRALSNINGSARMENS FORLAGS AB—P.O. Box 5090—STOCKHOLM 5
(Ostermalmsgatan 71—Stockholm O)
Phone: 63 17 00
Cable: fralsnings stockholm
Manager: Mr. Harry Floby
Labels (domestic): Festival
Labels (others): Regal
Religious music—The Salvation Army

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Phone: 34 93 80
Cable: pingstkyrkan stockholm
President: Mr. Sven Lindahl
Labels (domestic): Hemmets Harold
Religious music—The Pentecostal Movement

GAZELL GRAMMOFON AB—P.O. Box 39025 STOCKHOLM 39
(Artemisgatan 24—Stockholm No)
Phone: 62 93 25
Cable: centerdisc stockholm
President: Mr. Dag Haggqvist
Labels (domestic): Gazell

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Cable: tefunk solna
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Labels (domestic): RCA Victor
Labels (others): RCA Camden, RCA Victrola

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Religious music

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Labels (domestic): Ibra
Religious music

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President: Mr. Gunnar Lindqvist
Labels (domestic): Jazz Records

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Labels (others): ABC-Paramount, Cameo/Parkway, Impulse, Oriole, Reprise, Rekord, Starday, Swan, 20th Fox, Vee Jay

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Labels (others): Bella Musica, California, Checker, Cbess, Dot, Hit Records, Jazzville, Jupiter, Kapp, Medallion.

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Publicity: Mr. Pelle Nystrom
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Labels (others): Ariola, Atco, Atlantic, Barclay, Belter, Buena Vista, Cadence, Disneyland, Golden 12, Jugoton, New Jazz, Prestige, Spax

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Labels (others): Ansgar
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Religious music—Tbe Methodists

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Labels (others): Amadeo, Caedmon, CBS, Golden Guinea, Jazzland, Mercury, Nonesuch, Piccadilly, Pye, Riverside

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President: Mr. Henry Fox
Labels (domestic): Hor

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President: Mr. Allan Ebwert
Labels (domestic): Pop

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President: Mr. Knut Vestman
Labels (domestic): Onskesagan

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President: Mr. Arne Widegren
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Labels (otbers): BFB

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(Continued on page 101)

SWEDEN'S BEST SELLERS ON RECORDS DURING 1963

1 De tusen sjöars land (Ray Adams/Fontana) Gehrmans
2 Hey Paula (Paul & Paula/Philips) Sonora Musikföflags AB
2 Kiss Me Quick (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
4 Lucky Lips (Cliff Richard/Columbia) Belinda (Scandinavia) AB
5 Blame It On The Bossa Nova (Eydie Gorme/CBS) No Publisher
6 Gulle dej (Playin' Games) (Siv Malmquist/Metronome) Edition Odeon
7 I Saw Linda Yesterday (Dickey Lee/Philips) Ivan Mogull Music/Sweden Music AB
8 Stand Up (Michael Fox/HMV) Bens Music AB
9 Regniga natt (Gråtende sky) (Anna-Lena/Metronome) Multitone AB
10 Bygga upp ett stort berg (Gonna Build A Mountain) (Jan Malmsjö/RCA Victor) Musikförlaget Essex
11 *Kärlek på lasarett (Anna-Lena/Metronome) Edition Odeon
12 *Fröken Johansson och jag (Oijvinds Quintet/Odeon) Edition Odeon
13 Return to Sender (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
14 Desafinado (Stan Getz-Charlie Byrd/Verve) Modern Music AB
15 A Summer Holiday (Cliff Richard/Columbia) Gehrmans
16 Amapola (The Spotnicks/Karusell) No Publisher
17 From A Jack To A King (Ned Miller/Karusell) Palace Music AB
18 Greenback Dollar (The Kingston Trio/Capitol) Palace Music AB
19 *Hälsa Mikael från mej (Britt Damberg/RCA Victor) Sweden Music AB
20 Hej Paula (Hey Paula) (Ann-Louise Hansson & Boris/Metronome) Sonora Musikförlags AB

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FINLAND–1963

JANUARY

CBS label debuts in Finland, handled by Oy Musiikki-Fazer-Musik Ab . . . A Scandinavian sales conference for Pye Records takes place in Stockholm in the middle of the month . . . Swedish publisher Stig **Anderson** takes over the catalogues of the California-based Four Star Sales for Scandinavia . . . Norway's famous Chat Noir Theatre in Oslo destroyed by fire in the end of the month . . . Top sellers on records in Denmark, Norway and Sweden was **Elvis Presley** with "Return To Sender," while **Brian Hyland** on Karusell did well with "Sealed With A Kiss" in Finland.

FEBRUARY

Two new releases all over Scandinavia in the beginning of the month, "Blame It On The Bossa Nova" on CBS and "From A Jack To A King" on Karusell turned out to be unexpectedly big top seller immediately after the release . . . Stockholm-based Cupol Records introduced a new label, Nashville, on which is released local recordings suitable for the international market . . . It's time for the annual Song Festivals, Norway choices "Solhverv" (Turn of the sun), Sweden "En gång i Stockholm" (Once Upon A Time In Stockholm), Finland "Muistojeni laulu" (Song Of Memories) and Denmark brings "Dansevise" (Dance Song). The latter is winning the Eurovision Song Festival in London in March . . . Sale of the UNO record, "All Star Festival" starts with one of the biggest TV shows ever produced in Sweden . . . "Return To Sender" with **Elvis Presley** on RCA Victor still on top of the charts in Denmark and Norway, while Sweden prefers "Stand Up" with **Michael Cox** on HMV and Finland has the local copyright "Satumaa" with **Reijo Taipale** on Scandia as top seller.

MARCH

Strikes becomes the latest fashion. A big strike stops almost all activities in Finland, including railways, Post Offices, etc., and Sweden get the most unpopular strike the country ever had, the employees at the alcohol factories starts a strike that drains Sweden in no time at all . . . Record people all over Scandinavia was discussing the bad business and what to do about it . . . Denmark won praise and glory at the Eurovision Song Festival in London with its "Dansevise," a great personal triumph for the performers, **Grethe and Jörgen Ingmann.** But as usual with those winners, there was a minimum of money in the song itself and the Metronome record with the winning song was a disappointment saleswise . . . British vocalist **Lorne Lesley,** now living in Norway, introduces her own label, Lorne Records, and is being accused for breach of contract with Viking Music A/S . . . The charts are topped by "Ta med ud og fisk" "We're Gonna Go Fishin') with **Gitte** on HMV in Denmark, "Summer Holiday" with **Cliff Richard** on Columbia in Norway, "I Saw Linda Yesterday" with **Dickey Lee** on Philips in Sweden and "Manzanilla" with **Lill-Jörgen** on Columbia in Finland.

APRIL

The strike in Finland comes to an end and business life wakes up trying to repair as much as possible of the damage caused by the strike . . . American label Parliament is introduced in Norway by **Egil Monn Iversen A/S** . . . So called Shadows-orchestras finally hits Finland, small teenage groups with expensive electrical equipment specializing in Rock and Twist music. **The Sounds** is the name of the first Finnish group, and following the example from abroad, they're 'modernizing' an old folk song and get a Hit that last for months . . . The Tamouré, a dance originating from Tahiti, finds the way to Scandinavia . . . "Summer Holiday" with **Cliff Richard** on Columbia is topping the charts in Denmark and Norway, "Tango d'Amore" with **Rocco Granata** on Sonet is the top seller in Finland, while Sweden is hit by **Paul and Paula** on Philips with their "Hey Paula."

MAY

Hede Nielsen's Fabrikker in Copenhagen introduces a new label, Arena . . . Jazz is something to believe in, says **Henrik von Denffer** of Siemens' record dept. in Helsinki, which company has a lot of jazz labels in Finland . . . Pat **Boone** gives concert in Copenhagen during his European tour . . . Two record companies in Norway, Viking Music A/S and Manu Music A/S joins together with an artists agency known as Viking-Manu A/S . . . A Norwegian record, "The Wall," dealing with the wall dividing Berlin into two parts. A well done record, but harshly criticized for being "an attempt to make money on a human tragedy" . . . LP sales are growing in Norway, everybody is reporting . . . "All Star Festival," the UNO record, makes unbreakable records everywhere, and the LP sold more than 170,000 in Sweden where no LP ever sold more than 40,000. . . . The charts in Scandinavia are topped by "Summer Holiday" with **Cliff Richard** on Columbia in Denmark, "Emma"—a local copyright—by **The Sounds** on Fontana in Finland, "From A Jack To A King" with **Ned Miller** on Karusell in Norway and "How Do You Do It" with **Gerry and The Pacemakers** on Columbia in Sweden.

JUNE

Italian label Durium to Sonet Grammofon AB in Sweden after having been handled by Karusell Grammofon AB . . . June brings the summer to Scandinavia and if business had been bad before, it certainly didn't become better in the fine weather . . . Rumours said that German Polydor had bought Karusell, but **Simon Brehm,** head of Karusell, said it was only an agreement of cooperation in order to reduce the administrative costs for both companies . . . The IFPI meeting at Barcelona, Spain, is attended by representatives from one record company in each of the four countries, Denmark, Finland, Norway and Sweden . . . **Los Paraguayos,** touring Finland, is presented a Gold Disk by UNO for "All Star Festival" which has sold more than one million records . . . Norsk Phonogram A/S introducing a new local label, Cue Records, in Norway . . . **Lennart Reuterskiöld** of publishing house Reuter & Reuter in Stockholm back from Cairo with an Egyptian top seller in his luggage . . . EMI is doing fine in Scandinavia with **Cliff Richard's** "Lucky Lips" topping the charts in Denmark, Norway and Sweden. "Emma" with **The Sounds** on Fontana continue as top seller in Finland.

JULY

The first record distributors begin their activity in Scandinavia, when Grammofonbolagens Distributionscentral AB is started by Knäppupp, Metronome and Sonet, and distributing the products of three other manufacturers . . . Also Denmark gets its first distributor when Metronome found Faellesekspeditionen, handling the distribution for Metronome and Hartkopps Musikforlag (Pye Records in Denmark) and, starting from Aug. 1, Tono, one of the leading independent manufacturers . . . It is still summer, but with millions of Scandinavians having their annual vacation, the weather is far from what it was last month . . . The record sale is unchanged, it means, just as bad as before . . . "Lucky Lips" with **Cliff Richard** on Columbia is still number one seller in Denmark, Norway and Sweden and **The Sounds** on Fontana continues topping the charts in Finland with the local copyright "Emma."

FINLAND . . .
RECORD COMPANIES

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Cable: Nife Helsinki
President: Mr. Ernst Wallner
Publicity: Mr. Harald Stahle
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Labels (others): Cupol, Oriole, Véga.

Oy DISCOPHON Ab
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Phone: 45 16 27
Cable: Sloy Helsinki
President: Mr. Bengt G. Liljeroth
A & R man: Mr. Johan Vikstedt
Labels (domestic): RCA Victor
Labels (others): RCA Camden, Vik

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Phone: 64 48 77, 64 49 66
Cable: Finndiscoy Helsinki
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Labels (domestic): Safir

FORSAMLINGSFORBUNDET SIRIUS
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Phone: 58 177
President: Mr. Bjarne Boije
Labels (others): Sirius
Religious music

IBRA RADIO LAHETYS r.y.
Pengerkatu 9—Helsinki
Phone: 77 98 54
President: Mr. Kaj Antturi
Labels (domestic): Ibra
Religious music

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Cable: Levytukku Helsinki
President: Mr. Niilo Erik Saarikko
A & R man: Mr. Herbert Katz
Labels (domestic): Broadway, Manhattan, Triola
Labels (others): Pep, Polka, Scan-Disc

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Phone: 10 751
Cable: Musikfazer Helsinki
President: Mr. Roger Lindberg
A & R man: Mr. Osmo Ruuskanen
Labels (domestic): Decca, Fontana, Philips, Rytmi
Labels (others): Amadeo, Artone, Barclay, California, CBS, Felsted, London, Pye, Rhythm

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Hietalahdenranta 11—Helsinki
Phone: 64 20 05
Cable: Nordisc Helsinki
President: Mr. Antti Einio
A & R man: Jaakko Salo
Labels (domestic): Nor-Disc
Labels (others): Ariola Atco, Athena, Atlantic, Baccarola, Belter, Cadence, Disneyland, Eurodisc, Hor, Joker, Metronome, New Jazz, Prestige, Snurrskivan, Top Rank, 20th Fox

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President: Mr. Hellin Lindstrom
Labels (domestic): Pelastussointuja
Labels (others): Festival
Religious music, Salvation Army

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Vuorikatu 14—Helsinki
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Cable: Nea Helsinki
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Manager of Music Dept.: Mr. Martti Piha
Labels (domestic): Blue Master, Columbia, Finlandia, Odeon, Parlophone
Labels (others): C.G.D., Elite Special, Metro-jazz, MGM

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Hietalahdenranta 11—Helsinki
Phone: 64 20 05
Cable: Scandiamusic Helsinki
President: Mr. Harry Orvomaa
Publicity: Mr. Paavo Einio
A & R man: Jaakko Salo
Labels (domestic): Scandia
Labels (others): ABC-Paramount, Artist, Bel Air, Big Top, Cameo/Parkway, Candid, Chancellor, Colpix, Commodore, Crown, Debut, Everest, Gazell, Impulse, Jazz Cool, Kapp, Karusell, Knappupp, Megafon, Monitor, Old Town, Period, Primula, Record, Reprise, Roost, Roulette, Sonet, Starday, Storyville

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Manager of Record Dept.: Mr. Henrik von Denffer
Labels (domestic): Polydor
Labels (others): Archiv-Produktion, Command, Coral, Deutsche Grammophone, Heliodor, Heliodor-Westminster, Jazzland, Mercury, Riverside, United Artists, Verve

SOHKOLIIKEIDEN—Oy
Takomontie 3—Pitajanmaki
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Cable: Sloy Helsinki
President: Mr. Eino Heinonen
Publicity: Mr. Johan Vikstedt
Labels (domestic): Telefunken
Labels (others): Cetra

Oy R. E. Westerlund Ab
Pohjoinen Esplanaadikatu 37—Helsinki
Phone: 10 396
Cable: Pianowesterlund Helsinki
President: Mr. Robert Westerlund
Publicity: Miss Leena Lampila
Label chief: Mr. Kenneth Marklund
Labels (domestic): His Master's Voice
Labels (others): Capitol, Electrola, Liberty, Pathe, Stateside, Warner Bros.

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Oy AIRAM Ab
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Phone: 11 431
Cable: Airam Helsinki
President: Mr. Henrik Bergroth

AKKUTEOLLISUUS Oy
Sahatie 2—Helsinki
Phone: 11 912
Cable: Nife Helsinki
President: Mr. Ernst Wallner

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1 A SUMMER HOLIDAY (Musikk-Huset A/S)
2 From A Jack To A King (Palace Music)
3 Return To Sender (Belinda (Scandinavia) AB)
4 Lucky Lips (Belinda (Scandinavia) AB)
5 Toy Balloon (Stockholms Musikproduktion)
6 Hey Paula (Edition Lyche)
7 One Broken Heart For Sale (Belinda (Scandinavia) AB)
8 The Next Time (Musikk-Huset A/S)
9 Blame It On The Bossa Nova (No Publisher)
10 Gråtende Sky (Manu Music A/S)
11 Dance On (Bens Music AB)
12 Tanze mit mir in den Morgen (Musikk-Huset A/S)

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Phone: 67 67 90
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President: Mr. Egil Monn-Iversen

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P.O. Box 246—Oslo 1
(Youngsgate 1—Oslo 1)
Phone: 41 39 60
Cable: Planoreflex Oslo
President: Mr. Arild Iversen

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Cable: Nograko Oslo
President: Mr. Odd Roar Knudsen

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Cable: Nife Helsinki
President: Mr. Ernst Wallner

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Vuorikatu 14—Helsinki
Phone: 12 651
Cable: Nea Helsinki
Manager: Mr. Martti Piha

SCANDIA STUDIO
Sturenkatu 4—Helsinki
Phone: 76 86 36
Manager: Mr. Jaakko Salo

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Phone: 42 09 93
Cable: BRODERJOHN OSLO
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Labels (domestic): Rondo
Labels (others): Amadeo, Cetra, Fonit, Pye, Tono, Vox.
Records distributed by Norsk Phonogram A/S—Oslo 3

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Manager: Mr. Jorg-Fr. Ellertsen
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FILADELFIAFORLAGET A/S
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Phone: 33 61 27
President: Mr. Kjell Ruud
Labels (domestic): Klango
Labels (others): Hemmets Härold
Religious music—The Pentecostal Movement

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Cable: PLANOREFLEX OSLO
President: Mr. Arild Iversen
Publicity: Miss Gunvor Stavseth
A & R man: Mr. Rolf Syversen
Labels (domestic): Columbia, His Master's Voice, Odeon
Labels (others): Capitol, Critére, Electrola, Encore, Imperial, Liberty, M.G.M., Parlophone, Pathé, Regal, Stateside.

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Manager: Mr. Per-Arne Knobelauch
Labels (domestic): Emanuel, Manu
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A & R man: Mr. John Johanson
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Labels (others): Blue Note, Cupol, Nashville, Oriole, RCA Camden, Telefunken.

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President: Mr. Egil Monn-Iversen
Manager: Mr. Totto Johannessen
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Labels (others): ABC-Paramount, Atco, Atlantic, Baccarola, Cadence, Cameo/Parkway, Commodore, Impulse, Joker, New Jazz, Prestige Primula, Reprise, Starday, Vee Jay, Whitehall.

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Labels (domestic): Polydor
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Assistant manager: Mr. Vilhelm Hoy
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Publicity: Mr. Kenneth Jacobsen
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Labels (others): Golden Guinea, Nonesuch, Piccadilly Pye, Supraphon

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General Manager: Mr. Elith Henriksen
Publicity: Mr. Ivan Meldgaard
Labels (domestic): Pan, RCA Victor
Labels (others): Arena, Osca, RCA Camden, Tempo, Vik, Warner Bros.

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Publicity: Per Sorensen
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Labels (others): ABC-Paramount, Baccorola, Cameo/Parkway, Durium, Eurodisc, Impulse, Paris, Primula, Reprise, Starday, Swan, Top Rank, 20th Fox, Vee Jay.

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Labels (others): Hemmets Harold, Klango Religious music—The Pentecostal Movement

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Cable: Metrorecords Copenhagen
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Publicity: Olav Bennike
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Publicity: Mr. Aage Nyman
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Cable: Grammophon Copenhagen
President: Mr. Richard Jensen
Publicity: Mr. Kurt Hviid-Mikkelsen
Labels (domestic): Columbia, His Master's Voice, Odeon
Labels (others): Capitol, Critere, Electrola, Encore, Epic, HMV-Angel, Imperial, Liberty, M.G.M., Parlophone, Pathe, Regal-Zonophone, Stateside, Vox.

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President: Mr. Asger Lund-Christensen
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President: Mr. Harry Larsen
Publicity: Mr. T. Lützer
A & R men: Mr. E. Ollgard & Mr. Svend Hansen
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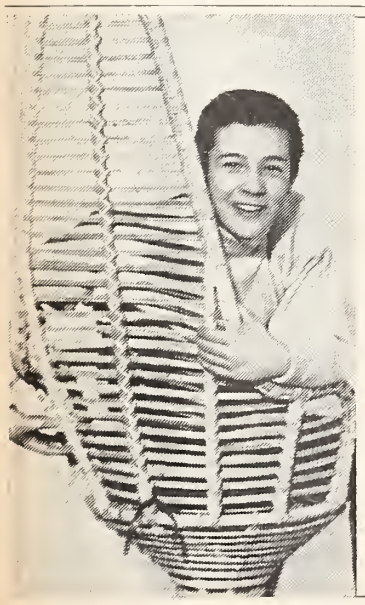

ROBERTINO

thanks KAPP RECORDS and all his friends in U. S. for their great interest in his records.

He hopes to meet them sometime during the fall.

Triola RECORDS

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Cable: VIKINGMUSIC COPENHAGEN
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Cable: WINCKLERMUSIC COPENHAGEN
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EDITION STAR — Dortheavej 39 — COPENHAGEN NV
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Cable: WINCKLERMUSIC COPENHAGEN
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Presidents: Mr. Knud Engstrom, Mr. Christen Sodring

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Cable: HARTMUSIC COPENHAGEN
President: Mr. Eugen Hartkopp

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1 We're Gonna Go Fishin' (Imudico A/S)
2 Hey Paula (Multitone A/S)
3 Return To Sender (Belinda (Scandinavia) AB)
4 A Summer Holiday (Dacapo Musikforlag)
5 From A Jack To A King (Palace Music AB)
6 *Dansevise (Morks Musikforlag)
7 Lesson One (Imudico A/S)
8 Paradiso (Multitone A/S)
9 Lucky Lips (Belinda (Scandinavia) AB)
10 Monsieur (Multitone A/S)
11 Skip To My Lou (Sweden Music AB)
12 Baby Twist (Bens Music AB)

CANADA – The Past Twelve Months

AUGUST 1962

Tamla Motown line added to the Phonodisc distribution set-up in Canada. Company also adds the Joy line.

Bobby Curtola continues strenuous promotion campaign on "I Cry And Cry," Tartan in this country and released in the U.S. on DelFi. Promotion trips took the young singer throughout both countries.

Jane Morgan appeared in Ottawa for Central Canada Exhibition and took part in numerous promotion schemes, including a complete broadcast day devoted to her Kapp records —"Jane Morgan Day" on Ottawa's CKOY.

CHFI-AM made its debut in the Toronto markets with fifty thousand watts on a dawn to dusk basis, following a good music policy.

Bob Martin hosted reception for Tony Bennett's great performance at The O'Keefe Center. The trade was buzzing over the outstanding success enjoyed by Bobby Vinton's Epic blockbuster, "Roses Are Red," soaring over the 100,000 Canadian sales mark.

The Compo Company added the Colpix line to their distribution set-up in Canada.

Capitol announced the signing of popular Canadian singer Tommy Hunter and the release of a new album produced in this country featuring Frank Bogart and his Orchestra.

Jim Johnson, exec. V.P. of Walt Disney Music made official announcement of distribution set-up in Canada for Disneyland Records with RCA Victor Co., Ltd.

New Canadian produced transcription library, Canadian Talent Library, produced through the efforts of CFRB-Toronto and CJAD-Montreal, under the supervision of W. Thornton Cran and Lyman Potts, executives of the two stations, introduced 100% Canadian musical talent to broadcasters.

The Beau Marks, outstanding group from Montreal, continued to pack 'em in at all their P.A.'s. "The Tender Years," their most recent Quality hit in Canada was officially released in the U.S. under the Rust banner.

Frank Ifield's single, "I Remember You" begins to create tremendous sales action for Capitol.

SEPTEMBER 1962

The sales pot began to bubble for Sparton's Sammy Davis Jr., release of "What Kind Of Fool Am I."

"Patches" by Dickie Lee on Smash (Mercury) began to make a strong chart push from right out of left field.

Nat Cole's "Ramblin' Rose" LP follow up to the single of the same name debuts and is declared can't miss merchandise by the trade at large.

Fred Roy's new country label, Acadia, introduces some top Canadian C&W talent with excellent sales results. Jack Silvers debut album for the label, "Sing A Country Song" well received by spinners and customers.

Connie Francis continues to lead the way for record sales at Quality. Her MGM waxing of "Vacation" was among the firm's strongest sellers throughout the Summer. Meanwhile, the charming Miss Francis proved to be a triple market threat with a French language waxing of "Jamais" (album and single) that knocked 'em dead in French-speaking Canadian markets, while her "Country Music Connie Style" became an instant best seller with both pop and country music fans.

Deejay Jim Turner debuts on Montreal's CKGM, making the Montreal scene from Portland, Me.

Lucien "Frenchy" Jaraud, CJMS-Montreal spinner called upon by rioting prisoners in Montreal-area prison to act as go-between with prison officials.

Ember Records (International) Ltd., announces affiliation with T. St. Clair Low's Canadian Music Sales for Canadian distribution of Ember produced record product.

Steve Woodman and Keith Rich, top flight personality team, exit CKEY-Toronto for featured time slot on WNBC, New York.

Initial releases on Chateau by Gord Lightfoot and Pat Hervey continued to sell very well across Canada.

Appointment of Knox Coupland as Manager of Commercial Record Sales for Canada was announced by RCA Victor Co., Ltd.

Don Slade, veteran broadcaster, debuts on CKRC, Winnipeg after a lengthy stay at CKCK, Regina.

OCTOBER, 1962

Mike Stephens, long time teen-favourite in Montreal radio circles, exits CJAD to do a weekly half hour TV show over nearby Burlington, Vermont, Channel 3, WCAX.

Jack Curran, another Montreal radio veteran, debuts his new mid-morning segment on CFCF, that city.

London Continental Series begins to create sales stir around the label's Montreal H.Q. Biggest mover in the series, rapidly developing into a best selling package, Fausto Papetti's set featuring the musician in a collection of fine sides highlighting his sax talent.

Cliff Richard visits Toronto to promote movie and Dot soundtrack album, "Wonderful To Be Young."

CB's Canadian Column first notifies the trade about early consumer reaction in Ottawa to Ned Miller's Fabor Discos outing, "From A Jack To A King."

Billy Martin into Cash Box with his new London LP, "Billy Martin's Dancing Party."

Ex-Ottawan, John Corrigan, named Program Manager of WWVA, Wheeling, W.Va.

The Four Seasons star at Montreal's McGill University, "McGill '62" presentation.

Veteran Toronto broadcaster, Gordon Cook, after some seventeen years at Toronto's CFRB, exits big town for News Director post at CKPC, Brantford, Ont.

"My Son The Folk Singer" hits the Canadian record scene like an "H" bomb. Allan Sherman bids to become the best selling album artist of the year on Warner Bros.

Bill Lee exits CJCA, Edmonton, Alberta to assume wake up duties on CKOY-Ottawa's early morning, "Musical Clock" show.

Al Alberts visits Cash Box during Ottawa night club stand, telling of plans to revive the Four Aces' sound on a vocal treatment of the now instrumental revival, "Fly Me To The Moon."

Quality Records take credit for introducing Bossa Nova trend to Canadian music scene through early exposure in Toronto market of Stan Getz-Charlie Byrd LP, "Jazz Samba" on Verve, over CKFH by morning personality, Phil McKeller. McKeller started with heavy plays on the Verve set as early as July when Getz was appearing at a Toronto night spot. Label awarded gold record to deejay for his efforts on behalf of that LP and bossa nova sound in general. Gold disc was presented to the deejay, in the presence of Stan Getz, on coast to coast TV'er, The Pierre Berton Show.

NOVEMBER 1962

Walt Grealis, new promo chief for Max Zimmerman's Mackay Distributors, is introduced to the trade by London distrib topper in Toronto.

Helen Shapiro and Norrie Paramor held press conference in Toronto during course of Canadian visit to do network TV show.

Quality Records acquire distribution rights in Canada for "From A Jack To A King." Ned Miller record begins to sell like wax was going out of style.

Ron "The Rotund One" Roberts returns to the turntable scene with CJCH in Halifax after a sojourn in broadcasting circles south of the border.

Bobby Vinton awarded gold disc for 100,000 Canadian sales on "Roses Are Red." Precedent setting event hailed by Canadian trade at large as Epic

(Continued on page 106)

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CANADA – The Past Twelve Months

blockbuster goes over the magical "Canadian Million" mark.

Columbia Records of Canada acquire Canadian Distribution rights for leading French line, Barclay Records.

Gilbert Becaud is guest of honour at Capitol Montreal reception for Pathe recording star during P.A. in city.

Eleventh radio outlet in Montreal area, CFMB, sets debut date for early in December.

"Telstar" by The Tornadoes breaks wide open for London after early radio exposure on west coast by CFUN, Vancouver.

Christmas product begins to take the record limelight with Ray Stevens biggie, "Santa Claus Is Watching You" leading the way on Mercury, out of Quality.

DECEMBER 1962

First Tommy Hunter single is released in both the U.S. and Canada on Capitol.

Canadian Music Sales announce debut of new Kiddies line, Atlas Tale Spinners.

Compo Company can't keep up with the orders on their two outstanding comedy sets, "The First Family" on Cadence by Vaughn Meader, and "My Son The Folk Singer" on Warners by Allan Sherman.

Toni Carroll plays Montreal P.A. and visits trade to promote MGM package, "Songs Of The Roaring Twenties."

Norman Brooks and Nat Raider's band featured in great new Canadian produced LP on Venus.

Ned Miller, hardly believing the outstanding response to his Quality release, "From A Jack To A King," visited Cash Box with thanks for early plugs.

"My Coloring Book" by Sandy Stewart is debuted on Como TV'er, resulting in instant sales action on Colpix release through Compo.

Keith Ashdown is appointed National Field Rep for London Records, with H.Q. in Montreal.

Quality Records present Gold Discs to CKOY-Ottawa, music men for early exposure efforts on Fabor blockbuster, "From A Jack To A King." Lee Farley officiates at on-air ceremony at Ottawa outlet, together with artist Ned Miller.

"Jamais," French language single by Connie Francis on MGM, begins to flirt with Canadian "Million Sales" mark.

RCA Victor presents Neil Sedaka with a gold disc emblematic of ten Sedaka best sellers in a row.

JANUARY 1963

"Destination Love" new Bobby Curtola single bows on Tartan, artist set for London, Ont., P.A. with Chicago spinner, Dick Biondi.

Quality people fete Bobby Rydell at Toronto reception.

RCA Victor introduces "Our Man In ....." series.

Musimart of Canada Ltd., doing big business with Rooftop Singers' "Walk Right In."

"Rhythm Of The Rain" by The Cascades is released on Warner Bros. by Compo, and zooms high on the charts from right out of left field.

Johnny Ray debuts on Decca with "Chattanooga."

"My Fellow Canadians," comedy political satire bit by Ottawa comic Rich Little is released and well received by the trade and customers alike.

Capitol signs Canadian vocalist, Danny Coughlan and release first single, "Janie," also written by the young newcomer.

"Who Stole The Keeshka" by The Matys Bros. breaks wide open after early Winnipeg area exposure over CKY. Phonodisc rushes product on the Joy label.

Johnny Tillotson proves to be interesting and very talented young performer as he pays CB visit, during very successful Ottawa P.A.

Bryan Hall becomes Sports Director at Toronto's CHUM.

Sparton breaks "Hey Paula" by Paul and Paula, becomes label's hottest item in some time.

Maurice Chevalier wows Toronto audiences with his O'Keefe Centre stand. Columbia's Bob Martin hosts reception for the great artist as artist calls his latest Barclay set, "by far the finest thing that I have done."

Faron Young debuts on Mercury with brisk seller, "Yellow Bandana."

Lee Farley and Reg Ayres receive International recognition for their promotion activities in poll of deejays.

FEBRUARY 1963

Phonodisc releases album of French sides by The Great Jane Morgan on Kapp.

Pat Hervey's first RCA Victor release (in Canada) develops into strong seller for Canadian thrush. "Brother Can You Spare A Dime," oldie side gets much attention.

Bud Hayden at Phonodisc snowed under with orders on two red hot single breakouts, "Our Day Will Come" by Ruby and The Romantics and another Kapp outing, "Mr. Bass Man," by Johnny Cymbal.

Executive level personnel shifts announced by Phonodisc as Montreal Branch Manager, Bill Fisher leaves his post and National Promotion man, Bud Hayden exits Toronto H.Q. One time Quality man, Al Brooke moves into firm's Toronto H.Q.

"Fly Me To The Moon" by Al Alberts, done with the Four Aces' sound debuts on President, and is picked up by Columbia for world wide distribution. Despite lateness in making the scene, side does well regionally.

"Mister" Lori Bruner revealed to an astonished and embarrassed CB writer (namely me) as a very charming young lady, as well as one of the leading record promotion people in the trade with her post at Astral Records.

"I'm Just A Country Boy" by George McCurn released on Barry by Quality becomes an action sound.

Ottawa-born, Paul Anka takes a wife.

Allan Sherman plays one niter in Montreal.

Doug Lycett, talented young Canadian vocalist debuts on Arc with a very commercial outing entitled, "After The Heartache."

Denis Lapointe, long time disc executive, assumes Branch Managership for Phonodisc in Montreal.

Compo begins big drum beating campaign for Decca debut of Rick Nelson.

Lou Tomasi, CJSP-Leamington, Ont., Operations Manager, becomes first Canadian broadcaster to issue rave notices for Frank Fontaine's debut LP on Sparton, "Songs I Sing On The Jackie Gleason Show."

Orval Prophet is represented on an outstanding pairing on Sparton. "Run Run Run" and "My Lois And Me" sell well across Canada, and are released in the U.S. on Carleton, where considerable regional success occurs for the countryish smashes.

Ned Miller album, "From A Jack To A King" is released by Quality.

MARCH 1963

Bill Fisher, formerly of Phonodisc in Montreal, joins Sam Gesser in new record venture, Allied Records in Montreal.

"The Incredible Nancy Ames" a Liberty album outing for a tremendous gal folk singer begins to get a lot of deejay attention in Canada, leading to lifting of a single from set, "Cu Cu Ru Cu La Paloma."

RCA Victor's Len Headly hosts receptions across Canada to introduce label's new Dynagroove process to the trade.

Gene McDaniels packs 'em in, 10,000 worth, in a one niter in Quebec City.

Peter, Paul and Mary create sensation in one niter in Ottawa. Peter and Paul spend half the night on all night radio show with this reporter, very well received.

(Continued on page 107)

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CANADA – The Past Twelve Months

Gord Lightfoot departs for Britain nd extended professional stay, taking just enough time out to get married.

The Ventures play to packed houses ll across Canadian west during welve day one niter tour.

Capitol of Canada release four new ides by sensational British disc star, Cliff Richard. All four do very well, vith two of them becoming top ten tems, one side of each single.

Rolf Harris, Australian entertainer, cores heavily with "Sun Arise."

Ron Cooper debuts on CJOR-Vancouver's morning show, exiting CKSL-London, Ont. to take over wake up spot on west coast.

Ray Conniff wows Vancouver audiences with his stereo show.

Claude Ranallo becomes regional promo man at Columbia for Quebec-eastern Ontario area.

"Gypsy Heart" newest Bobby Curola Tartan outing debuts.

Tartan announces distributor arrangement with Bill Fisher and Sam Gesser at Allied in Montreal for distribution in the Manitoba area and from Ottawa to the Canadian Atlantic coast.

John Wilson, outstanding Montreal radio personality on CKGM leaves city to return to U.S. and a post at KABC in L.A.

"Dear Teresa" by Jerry Fuller comes out of left field to the best seller ranks at Compo.

Bob Holliday is named P.D. at Montreal's CFMB.

Art Young's Globe label releases "Ballad Of Gordie Howe." Novelty is an overnight smash. Montreal act, Big Bob and The Bullets do the sound paying tribute to Detroit hockey star.

April Fool stunt sees CKGM-Montreal and CHUM-Toronto switching deejays for the day.

"Puff" takes off at Compo. Warner Bros. single by Peter, Paul & Mary was a slow starter, but after a concentrated hypo by Phil Rose it rapidly developed into a sales leader.

APRIL 1963

Proposed sale of long-established Montreal Radio outlet, CFCF turned down by Board of Broadcast Governors.

Ray Peterson visits CB with his newie on Dunes, "Deep Are The Roots Of Love."

Ronnie Hawkins plays Ottawa night club stand, gets Roulette waxing of Bo Diddley off to a top ten flying start.

Two Canadian-penned tunes, by Toronto's Johnny Cowell continue to create big sales action. Our Winter Love, and "These Are The Young Years," much recorded items have smiles aplenty at B.M.I. Canada.

Al Allbutt at Leeds Music busier than ever with promo activities on behalf of "I Will Follow Him." He has several different wax outings on the tune to plug.

Power increase to 50,000 watts for Ottawa's CKOY approved by B.B.G.

"True Love Ways" re-issued from Buddy Holly LP, begins to do considerable business on Coral, out of Compo.

Wray Rutledge becomes National Promotion Manager at RCA Victor.

Bill Fisher at Allied, Montreal begins to get break out action on debut Folkways single. "Walkin' 'Round Town" by Mark and The Two Timers gets good exposure from Canadian deejays as label enters singles field for first time.

Ray Charles makes one nite P.A.'s in Toronto—Ottawa and Montreal.

"Tamoure" by Bill Justis develops into a Canadian breakout on Mercury (Smash).

Donna Fuller makes Montreal night club stand and charms spinners in the metropolis. Hal Ross introduced the Colpix star to the deejays who were most appreciative.

Bill Fisher and Sam Gesser announce expansion of their fledgling Allied firm, acquiring Astral Records in Toronto as a branch of the firm to be headed up by vet record man, Jack Boswell. Alex Groshak named Allied man in Winnipeg.

London announces establishment of a company owned branch in Winnipeg to be headed up by Mark Anderson for the Manitoba-Saskatchewan market.

Gala reception hosted by Quality Records in honour of Connie Francis in Toronto. Toronto civic officials presented the beautiful star with the key to the city, and in return the record company presented those—some 160—in attendance with advance copies of the lark's new single, "If My Pillow Could Talk" and new LP, "Movie Themes."

MAY 1963

Canadian Broadcasters hold annual convention in Toronto.

Steve Lawrence and Eydie Gorme, appearing at O'Keefe Centre, are hosted at big reception by Columbia's Bob Martin, ably assisted by the beautiful Phyllis Hoiles. Eydie is presented with gold disc for selling 100,000 copies of "Blame It On The Bossa Nova" in Canada.

CKOY—Ottawa spinner, Ted Daigle presents Columbia star, Claude King with a gold disc for his passing of the magical 100,000 Canadian sales mark with Wolverton Mountain.

Dave Mickey debuts over CKEY-Toronto in evening slot.

CHUM becomes first Canadian station to sign the Dick Clark Radio Show.

Toronto debut set for early June.

Johnny Cash single, "Ring Of Fire" begins to show hit signs.

Dimitri Tiomkin appears in Toronto for Canadian Premiere of "55 Days At Peiking."

Decca Distributors mark debut of Rick Nelson's first Decca LP by observing Rick Nelson Day from coast to coast.

Kyu Sakamoto's waxing of "Sukiyaki" begins to develop into strong seller at Capitol.

Decca debut single of long-time Canadian favourites, The Rhythm Pals is released.

Good Canadian single by Toronto's Rudy Veltri out on Chateau and shows some good regional action. "Wonderful Word Of The Lord" gets much air exposure.

Bobby Vee tours Canadian west in series of one niters.

"Tie Me Kangaroo Down Sport" released as follow up to the Rolf Harris smash, "Sun Arise." Marks second time around for this side in Canada, having been a hit here some three years before. Quality re-releases their version of the side, as Capitol refrains from releasing side now available to them through their affiliation with producer, E.M.I.

Whitey Haines, long time Capitol exec, exits his record company post to assume new duties with B.M.I. Canada.

Also on the go, Tim Pratt, sales representative with Phonodisc's Montreal branch moves over to similar position with CKGM Radio, that City.

Female voice of the Popular Courriers, Jean Price, marries.

Bobby Curtola tours Great Britain.

"Memphis" by Lonnie Mack, a long time in the making, finally hits big for Quality.

Billy May visits Toronto.

Managership of Capitol's Montreal Branch taken over by Dick Riendeau as Peter LaPierre returns to his former position of Sales Representative for the branch.

"Charlena" by Ritchie Knight and The Midnights—a Canadian product—begins to happen in a big way for Arc.

JUNE 1963

Montreal record men appear en masse on CFCF-TV "Like Young" show.

Sault St. Marie deejay, Gary Buck debuts on the Kash label with a highly commercial outing entitled "Happy To Be Unhappy."

(Continued on page 109)

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CANADA—BEST SELLERS PAST TWELVE MONTHS

(in alphabetical order)

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Aimer Et Nentir (French)	Tony Massarelli	CIBC
Al Di La	Emilio Pericoli	Warner Bros.
Alice In Wonderland	Neil Sedaka	RCA Victor
All Alone Am I	Brenda Lee	Decca
All I Have To Do Is Dream	Dream Richard	Chamberlain M
All Over The World	Nat Cole	Capitol
Alley Cat	Bent Fabric	Atco
A Wonderful Dream	The Majors	Imperial
Baby Face	Bobby Darin	Atco
Baby Workout	Jackie Wilson	Brunswick
Bachelor Boy	Cliff Richard	Capitol (ex-
Ballad Of Paladin (The)	Duane Eddy	RCA Victor
Be True To Yourself	Bobby Vee	Liberty
Big Girls Don't Cry	Four Seasons	Vee Jay
Birdland/Black Cloud	Chubby Checker	Parkway
Blame It On The Bossa Nova	Eydie Gorme	Columbia
Blue On Blue	Bobby Vinton	Epic
Bobby's Girl	Marcie Blaine	Seville
"Bo" Didley	Ronnie Hawkins	Roulette
Boss Guitar	Duane Eddy	RCA Victor
Boy I'm Going To Marry	Darlene Love	Philles
Breaking Up Is Hard To Do	Neil Sedaka	RCA Victor
Call Me Mr. In-Between	Burl Ives	Decca
Can't Get Used To Losing You	Andy Williams	Columbia
Careless Love	Ray Charles	ABC Paramoun
Caterina	Perry Como	RCA Victor
Chains	The Cookies	Dimension
Chariot	Petula Clark	Vogue
Charlena	Ritchie Knight & The Midnights	Arc
Charms	Bobby Vee	Liberty
C'est La Faute Au Bossa Nova (French)	Margot Lefebvre	Trans Canada
Cindy's Birthday	Johnny Crawford	Del Fi
Cinnamon Cinder	The Pastel Six	Zen
Colinda	Rod Bernard	Vee Jay
Come Outside	Mike Sarne	Capitol
Comin' Home Baby	Mel Torme	Atlantic
Crowd (The)	Roy Orbison	Monument
Da Doo Ron Ron	The Crystals	Philles
Dancin' Party	Chubby Checkers	Parkway
Danger	Vic Dana	Dolton
Dear Lonely Heart	Nat Cole	Capitol
Devil Woman	Marty Robbins	Columbia
Donnez Moi Des Roses (French)	Fernand Gignac	Trans Canada
Don't Be Afraid Little Darlin'	Steve Lawrence	Columbia
Don't Hang Up	The Orlons	Cameo
Do You Love Me	The Contours	Tamla
Eighteen Yellow Roses	Bobby Darin	Capitol
End Of The World (The)	Skeeter Davis	RCA Victor
Eso Besso	Paul Anka	RCA Victor
Eso Besso (French)	Robert Demontigny	Trans Canada
Everybody Loves Me But You	Brenda Lee	Decca
Every Night	Paul Anka	RCA Victor
Falling	Roy Orbison	Monument
First Quarrel	Paul & Paula	Philips
Fly Me To The Moon	Joe Harnell	Kapp
Follow That Dream (EP)	Elvis Presley	RCA Victor
From A Jack To A King	Ned Miller	Fabor Discos
Funny Way Of Laughin'	Burl Ives	Decca
(Girls Girls Girls) Were Made To Love	Eddie Hodges	Cadence
Good Luck Charm	Elvis Presley	RCA Victor
Go Away Little Girl	Steve Lawrence	Columbia
Greenback Dollar	Kingston Trio	Capitol
Green Onions	Booker T & M.G.'s	Stax
Guitar Man	Duane Eddy	RCA Victor
Gypsy Cried (The)	Lou Christie	Roulette
Half Heaven Half Heartache	Gene Pitney	United Artists
Heart In Hand	Brenda Lee	Decca
He's A Rebel	The Crystals	Philles
He's So Fine	The Chiffons	Laurie
Hello Stranger	Barbara Lewis	Atlantic
Hey Paula	Paul and Paula	Sparton
Honky Tonk Man	Johnny Horton	Columbia
How Can I Meet Her	The Everly Bros.	Warner Bros.
How Do You Do It	Gerry and The Pacemakers	Capitol
I Can't Stop Loving You	Ray Charles	ABC Paramount
I Don't Care	Helen Shapiro	Capitol
If A Man Answers	Bobby Darin	Capitol
I Love You Because	Al Martino	Capitol
I'm Gonna Be Warm This Winter	Connie Francis	MGM
Impossible	David Whitfield	Capitol
If You Wanna Be Happy	Jimmy Soul	Rock Master
I've Been Everywhere	Hank Snow	RCA Victor
Indian Giver	Bobby Curtola	Tartan
In Dreams	Roy Orbison	Monument
I Remember You	Frank Ifield	Capitol
I Saw Linda Yesterday	Dickie Lee	Mercury (Smash
It's My Party	Leslie Gore	Mercury
It's Up To You	Rick Nelson	Imperial
I Will Follow Him	Little Peggy March	RCA Victor
Jamais (French)	Connie Francis	MGM
Johnny Get Angry	Joanie Sommers	Warner Bros.
Just One Look	Doris Troy	Atlantic
Kid Galahad (EP)	Elvis Presley	RCA Victor
L'Amour Unit Le Monde (French)	Donald Lautrec	Apex Francais
Lazy Hazy Crazy Days Of Summer	Nat Cole	Capitol
Le Petit Gonzales (French)	Pierre Lalonde	Apex Francais
Lemon Tree	Peter Paul & Mary	Warner Bros.
Let's Dance	Chris Montez	Monogram
Let's Go (Pony)	The Routers	Warner Bros.
Let's Go Steady Again	Neil Sedaka	RCA Victor
Let's Kiss And Make Up	Bobby Vinton	Epic
Let's Limbo Some More	Chubby Checkers	Parkway
Let's Turkey Trot	Little Eva	Dimension
Liberty Valence (The Man Who Shot)	Gene Pitney	United Artists
Limbo Dance	The Champs	Apex
Limbo Rock	Chubby Checker	Parkway
Little Band Of Gold	James Gilreath	Joy
Little Diane	Dion	Laurie
Little Town Flirt	Del Shannon	Big Top
Loco-motion (The)	Little Eva	Dimension
Lonely Bull (The)	The Tiajuana Brass	A & M
Loop De Loop	Johhny Thunder	Apex
Losing You	Brenda Lee	Decca
Love (Makes The World Go Round)	Paul Anka	RCA Victor
Love Me Warm And Tender	Paul Anka	RCA Victor
Lover Please	Clyde McPhatter	Mercury
Maman La Plus Belle Du Monde (French)	Jacques Belanger	Trans Canada
Mary Ann Regrets	Burl Ives	Decca
Mashed Potato Time	Dee Dee Sharp	Cameo
Mecca	Gene Pitney	United Artists
Mr. Bass Man	Johnny Cymbal	Kapp
Monster Mash	Bobby Boris Pickett	Garpax
Moon River	Henry Mancini	RCA Victor
My Dad	Paul Peterson	Colpix
My Own True Love	The Duprees	Coed
Needles And Pins	Jackie DeShannon	Liberty
Next Door To An Angel	Neil Sedaka	RCA Victor
Night Has A 1,000 Eyes (The)	Bobby Vee	Liberty
On Broadway	The Drifters	Atlantic
One Broken Heart For Sale	Elvis Presley	RCA Victor
Only Love Can Break A Heart	Gene Pitney	United Artists
Only You	Mr. Acker Bilk	Atco
On Top Of Spaghetti	Tom Glazer	Kapp
Our Day Will Come	Ruby & The Romantics	Kapp
Over The Mountain	Bobby Vinton	Epic
Palisades Park	Freddy Cannon	Swan
Pardon Ste. Anne Benie (French)	Richard Cage	Franco
Patches	Dickie Lee	Mercury (Smash)
Peanuts	The Four Seasons	Vee Jay
Pepino (The Italian Mouse)	Lou Monte	Reprise
Pipeline	The Chantays	Dot
Point Of No Return	Gene McDaniels	Liberty
Pop Pop Popye (The)	The Sherrys	Guyden
Puff (The Magic Dragon)	Peter Paul and Mary	Warner Bros.
Punish Her	Bobby Vee	Liberty
Ramblin' Rose	Nat Cole	Capitol
Rain Rain Go Away	Bobby Vinton	Epic

(Continued on page 109)

CANADA—BEST SELLERS PAST TWELVE MONTHS

(Continued from page 108)

Remember Diana	Paul Anka	RCA Victor
Return To Sender	Elvis Presley	RCA Victor
Rev. Mr. Black	Kingston Trio	Capitol
Rhythm Of The Rain	The Cascades	Warner Bros.
Ride	Dee Dee Sharpe	Cameo
Ridin' The Wind	The Tornadoes	London
Roger (French)	Pierre Lalonde	Apex Francais
Roses Are Red	Bobby Vinton	Epic
Ruby Ann	Marty Robbins	Columbia
Ruby Baby	Dion	Columbia
Salvame Dios (French)	Guylaine Guy	Trans Canada
Sealed With A Kiss	Bryan Hyland	ABC Paramount
Second Hand Love	Connie Francis	MGM
Send Me The Pillow You Dream On	Johnny Tillotslon	Cadence
Shame On Me	Bobby Bare	RCA Victor
Sheila	Tommy Roe	ABC Paramount
She's Not You	Elvis Presley	RCA Victor
Sherry	Four Seasons	Vee Jay
Shutters And Boards	Jerry Wallace	Apex
Silver Threads and Golden Needles	The Springfields	Philips
Soldier Boy	The Shirelles	Scepter
Some Kinda Fun	Chris Montez	Monogram
South Street	The Orlons	Cameo
Spanish Lace	Gene McDaniels	Liberty
Speedy Gonzalez	Pat Boone	Dot
Still	Bill Anderson	Decca
Steel Guitar And A Glass Of Wine	Paul Anka	RCA Victor
String Along/Gypsy Woman	Rick Nelson	Decca
Stripper (The)	David Rose	MGM
Sukiyaki	Kyu Sakamoto	Capitol
Summer Holiday	Cliff Richard	Capitol
Susie Darlin'	Tommy Row	ABC Paramount
Surf City	Jan and Dean	Liberty
Surfin' Safari	The Beach Boys	Capitol
Surfin' U.S.A.	The Beach Boys	Capitol
Sylvie (French)	Michel Louvain	Apex Francais
Take These Chains From My Heart	Ray Charles	ABC Paramount
Tamoure	Bill Justis	Mercury (Smash)
Teen Age Idol	Rick Nelson	Imperial
Tell Him	The Exciters	United Artists
Telstar	The Tornadoes	London
That's All	Rick Nelson	Imperial
This Little Girl	Dion	Columbia
Till Then	The Classics	Musicnote
Tous Les Garcons Et Les Filles (French)	Francoise Hardy	Vogue
Two Faces Have I	Lou Christie	Roulette
Un Mexicain (French)	Marcel Amont	Apex Francais
Up On The Roof	The Drifters	Atlantic
Vacation	Connie Francis	MGM
Venus In Blue Jeans	Jimmy Clanton	Ace
Walk Like A Man	Four Seasons	Vee Jay
Walk Right In	The Rooftop Singers	Vanguard
What Kind Of Fool Am I	Sammy Davis Jr.	Reprise
What's A Matter Baby	Timi Yuro	Liberty
What Will Mary Say	Johnny Mathis	Columbia
Who Stole The Keeshka	The Matys Bros.	Joy
Why Do Lovers Break Each Others' Hearts	Bobb B. Soxx & The Blue Jeans	Philles
Wild Weekend	The Rebels	Swan
Wildwood Days	Bobby Rydell	Cameo
Wolverton Mountain	Claude King	Columbia
Workin' For The Man	Roy Orbison	Monument
Yakety Sax	Boots Randolph	Monument
You're The Reason I'm Living	Bobby Darin	Capitol
You Beat Me To The Punch	Mary Wells	Tamla
You Belong To Me	The Duprees	Coed
Young Lovers	Paul and Paula	Philips
Your Cheating Heart	Ray Charles	ABC Paramount
Your Used To Be	Brenda Lee	Decca
Zip-A-Dee-Doo-Dah	Bob B. Soxx and The Blue Jeans	Philles

CANADA—The Past 12 Months

(Continued from page 107)

"Hootenanny" by The Glencoves breaks wide open on the Joy label.

Marty Hill's outstanding side, "The Lonely Man" released by Brunswick. Young Montrealer enjoys immediate success with Canadian deejays.

CKOY deejay, Ted Daigle cuts for the London label.

"Harry The Hairy Ape" takes Canadian record market by storm. Mercury single by Ray Stevens became hot Summer item for all Quality branches.

Mantovani's Canadian tour gets underway in Vancouver. London's Keith Ashdown organizes tremendous promotion campaign in every tour city.

Debbie Drake Exercise Album on Epic gets heavy air play and chart listing at CJSP, Leamington, Ontario.

CKDM, Dauphin, Manitoba presents entire day of recorded Canadian talent.

Capitol monopolizes Canadian singles picture.

Quality's Clde McGregor and Andy Nagy from the Montreal branch do excellent business with Johnny Beecher LP, "Sax Fifth Ave."

Terry McConnell, CJAD-Montreal personality, wins award from French Language broadcasters for frequently using French language in his english broadcasting activities.

"Green Green" on Columbia by The New Christy Minstrels breaks wide open.

Bud Hayden, ex-Phonodisc national promo man, relocates with Chatten Distributors, an industry leader in the San Francisco—Oakland area.

Ted Daigle's first London Single, "Tennessee" b/w "When Today Is A Long Time Ago" released by London, receives good response from Canadian deejays.

Toronto radio-TV-press types hold reception in honour of Whitey Haines on his switch to B.M.I.

American spinner with a weakness for Canadian product, Dick Cook, relocates to WDOT, Burlington, Vermont.

Ottawa's CFMO-FM begins multiplex, stereo broadcasting.

Fernwood Trio, Canadian folk group, debuts on Sparton with single and album.

Tamarac Records appear on the Canadian market, headed up by Stan Klees, with an outstanding debut release by Larry Lee, entitled, "Stood Up".

CFGM, Richmond Hill, introduces all C&W format into Toronto market.

Wray Rutledge leaves post at RCA Victor.

Paul Whute named to succeed Whitey Haines as National Promotion and Advertising Manager at Capitol Records.

London Records convention for sales and promotional people from coast to coast is outstanding success.

Canatal issues good commercial side by Johnny K entitled, "Lemonade". Picked up for American distribution by American London Group.

Shirley Harmer debuts on Chateau with her most commercial side in many a moon, "The Verdict Is Guilty".

JULY 1963

Hal Ross named National Promotion Manager for London Records.

First Canadian C & W broadcasters convention organized by CHIQ, Hamilton set for (8/31).

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MOST POPULAR MEXICAN ARTISTS

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Jose Alfredo Jiménez
Enríque Guzmán
César Costa
Angélica María
Lola Beltrán
Amalia Mendoza
Marco Antonio Muñiz
Pablo Beltrán Ruíz
Hnos. Carrión
Alberto Vázquez
Manolo Muñoz
Violines de Villafontana
Lucha Villa
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Alvaro Zermeño
Carlos Campos
Mayte
Oscar Madrigal
Sonia López
Los Tres Ases

MEXICO—The Past 12 Months

The record scene in México during the past twelve months has changed little from the past year. The "new wave" with modern rhythms like rock and roll, twist, mashed potatoes, bossa nova and others have lost some popularity because folk music in its dress as "bolero-ranchero," and it looks like the tropical rhythm wants to get on the top again. In the last few weeks, a lot of trio recording have been released and it seems like a new music trend is coming very soon. Anyhow, the new wave with its big stars like Enríque Guzmán, César Costa, Angélica María, Los Rebeldes del Rock, Oscar Madrigal, La Sonora Santanera, Mayté, Alberto Vázquez, Manolo Muñoz, Javier Vega, Dyno, Fabricio, Los Locos del Rítmo and many others are still very strong.

American stars like Elvis Presley, Paul Anka, Connie Francis, Pat Boone, Frank Sinatra, Doris Day, etc., are not popular at this moment in México because radio stations do not want to play them any more because it leads to poor ratings. Only some orchestras like Ray Conniff, Billy Vaughn, Lawrence Welk and Al Caiola are being heard on the airwaves.

The bolero ranchero has such big idols as Jose Alfredo Jiménez, Javier Solís, Alvaro Zermeño, Lucha Villa, El Charro Avitia, María Elena Sandoval, Cuco Sánchez, Miguel Aceves Mejía, Lola Beltrán, Amalia Mendoza. There are also some newcomers.

The night life in México has gone down because of a Government decision to close the second class night clubs at one o'clock in the morning and the first class cabarets at four o'clock. The second class night clubs are always more popular because the prices are cheaper and you get more fun, but if you close those places at one o'clock the people don't enjoy themselves as much and seem to prefer to remain at home watching TV. You also can add that the musicians work three hours less than they used to and therefore earn less money. Another thing introduced in the last twelve months in México was the employment of foreign musical tracks to accompany the vocalists instead of producing these musical backgrounds in Mexico. This practice isn't very popular now, but it is another problem the musicians have to face. The same thing is happening on TV, where the artists prefer to "mime" their voices with their own records.

About the visit of popular foreign artists in the last twelve months, one can name such figures as Benny Goodman, Agostinho Dos Santos, Emilio Pericoli, Sonia and Miriam, Paul Anka, Darren McGavin, Oscar Peterson and some others.

Other important events: the deaths of orchestra conductors and composers Cuco Valtierra and Luis Arcaraz; the founding of the "Mexican Association of Phonograph Records" by all the Mexican recording companies, the introduction of the Bossa Nova rhythm with no success. the "First National Mexican Song Festival," where more than 600 compositions were registered, with the winner Federico Baena's song "Ay Cariño," the resignation of Mike Hazzard as president of RCA Victor, with his place taken by Pietro Baccari. who was replaced by Bernard C. Ness, the international success of Mexican song "El Pecador" composed by Rubén Fuentes, the separation of Sonia López from her Sonora Santanera. both of them the best sellers in México in the last twelve months, the change of label made by young idol César Costa from Orefeon to RCA, the debut in México of two new recording companies, Discos Universales and Velvet, the resignation of Paco de la Barrera as A&R man of Orfeon Records, the international successes by Mexican artists like Hermanos Castro, los 11 hermanos Zavala, Los Violines mágicos de Arturo Romero, Andy Russell, Enríque Guzmán, Las Mary Jets, Marco Antonio Muñíz, Juan García Esquival, César Costa, Miguel Aceves Mejía, Lola Beltrán, Los Loud Jets, La Sonora Santanera, Tino Contreras and many others. México is still the country where every Latin American artist wants to succeed to get a real international name.

The best record sellers in the past twelve months are:
El Nido
Al Di La
El Ladron
Llegó borracho el borracho,
Cosas
Pa todo el año
El Pecador
Corre Sansón
Ay Cariño
La Historia de Tommy
El Mar
Speedy Gonzales
Ese Beso
Ven que te quiero
Edi Edi
Vagar entre sombras
Cuando Valverás
El Gran Tomás
Dame felicidad

MEXICO—Publishers

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Adress: Dr. Valenzuela 10
P.O. Box No. 542
México 7, D.F.

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Sales Manager: Guillermo Infante
Promotion and Advertising: Manuel Vital
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Recording Manager: Francisco Cárdenas
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International Coordinator: Luis Bastón
Radio Promoter: Luis Curiel
Foreign Promoter: Rafael A. Palafox
A&R: Felipe Valdéz Leal, Edgardo Obregón, Armando Manzanero and Rafaél Carrión
International A&R: Salvador Arreguín
Labels (domestic): CBS
Labels (others). Reprise, Montilla, Harmony and Columbia

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A&R: Guillermo Acosta
Credit: Estuardo Soto
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Labels (others): Capitol, Liberty, Warner Bros., Angel, Odeon, Pathe, Parlophone, His Master Voice, Zeida, Regal, Discuba, etc. . . .

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Coordinator Manager: Bruno Vogt
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Advertising: Mario Juarez
A&R: Francisco Méndez, Eduardo Magallanes, Jose G. Cruz.
Labels (domestic): Peerless
Labels (other): London, Telefunken, Richmond, Mag, Marvella, Disco Moda, Chanteclaire, Antar, Seeco, Onix. . . .

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A&R Jose de Jesús Hinojosa
Promotion: Edmundo Pedroza
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Ejército Nacional 167
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Phone: 45-81-52
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Sub-General Manager: Jose T. Muñoz
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Promotion: Rene Barquet
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(this new company will open very soon).

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President: Federico Riojas
Labels: Co-Ro, Silvertone.

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Label: Velvet
(a new recording company that just start to organized)
Information: Antonio Leon.

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General Manager: Rafael Ficachi
Manager: Jose I. Morales
A&R: Raymundo Barrios
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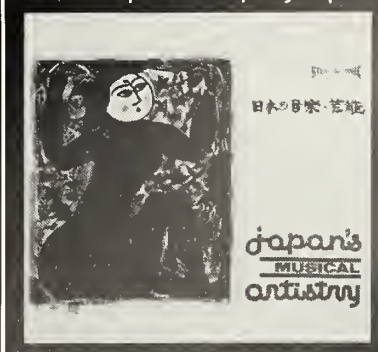

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JAPAN —

Development of Japan's music art in recent years is quite beyond imagination of any foreign people. Its level is quite high. In record industry, six recording companies, Nippon Victor, Nippon Columbia, Toshiba, King, Nippon Grammophon and Teichiku, each represents many foreign masters, totally over forty labels. In the peak month of the record sale, over 100 LP's (10 inch & 12 inch) and over 150 singles are released and sometimes our fans and retail sellers are confused. Also, the sale of stereo is increasing with rapid curve since last year, which is beyond expectation of the key personnels of recording companies. To back up this situation, stereo player makers have been spurring the sales competition. But, one exceptance is the EP records, which do not sell at all compared with LP's. The standard retail price of an imported record is as follows:

12 inch LP	Monoral	1,500.- Yen
"	Stereo	1,800.- Yen
10 inch LP	Monoral	1,000.- Yen
"	Stereo	1,300.- Yen
8 inch EP (single)	Monoral	330.- Yen
"	Stereo	500.- Yen

The film records in our record world can not be disregarded. In '61 and '62, so many of the book publishers launched this material. The price was very cheap and it seemed successful. But, the dissatisfaction in the sound and the lack in distribution route caused many of the companies to stop production and sale. Now, in '63, it is not so vigorous. The major part of this film record is the single disk made of vinyl, in which usually eight compositions of Japan's bands of top class artists are included, on sale at book stores in the form of folio.

The strata of our record customers are divided roughly into four, classic, American pops, foreign pops and Japanese popular songs. In these few years, the position of Japanese popular, which had enjoyed overwhelming superiority, has been replaced by American pops. Among other foreign music, Italian songs are coming up to the French chansons. The result of popularity research of foreign pop singers done this year by Music Life magazine shows following order.

Male Singer

1. Elvis Presley
2. Neil Sedaka
3. Nat King Cole
4. Ray Charles
5. Cliff Richard

Female Singer

1. Connie Francis
2. Little Eva
3. Helen Shapiro
4. Brenda Lee
5. Ella Fitzgerald

Regarding vocal groups:

1. Paul and Paula
2. Four Seasons
3. Platters
4. Brothers Four
5. Cascades

The Best Ten of the first semi annual term of this year is coming out as listed here.

1. The Longest Day—Mitch Miller (Columbia) — Sub-Pub./EMP, Shinko
2. Hey Paula—Paul & Paula (Philips)—Sub-Pub./Shinko
3. Shelly—Four Seasons (Vee Jee) —Sub-Pub./Toshiba
4. Knock On Your Door—Eddie Hodges (Cadence) — Sub-Pub./ Aberbach
5. I Can't Stop Lovin' You—Ray Charles (ABC)—Sub-Pub./Tone
6. Young Ones—Cliff Richard (Odeon)—Sub-Pub./IMP
7. Rhythm of The Rain—The Cascades (WB)—Sub-Pub./Folster
8. L'eclips—Colletto Tempia (RCA) —Sub-Pub./Yamaha
9. I'm Gonna Be Warm This Winter—Connie Francis (MGM)— Sub-Pub./Shinko
10. Locomotion—Little Eva (London)—Sub-Pub./Taiyo

Many first class foreign artists visited this year more than before, and made successful performances at well accommodated stages. Some troubles were caused by the limit of foreign payment controled by our government. The major artists who visited here this year are:

*Platters
Nat King Cole
*Gilbert Becaud
Art Braky and Jazz Messengers
Delta Rhythm Boys
Golden Gate
*Caterina Valente
Louis Armstrong
*Count Basie
*Theronious Monk
Chubby Checker
Lionel Hampton
*Mantovani
Craudio Bulra
Patty Page
Marcel Amond
*Cannonball Aderley
Habana Cuban Boys

(*especially excellent box office record)

The biggest highlight of this year, after all, is the smash hit of Ueo Muite Aruko (Sukiyaki) in America and other foreign countries. This is the first Japanese song (sung by a Japanese singer) ranked in American Hit Parade, with the exceptance of Gomennasai (not by a Japanese).

The record of this Ueo Muite Aruko had long been charted in Japan's Hit Parade last year, and the big success of it in foreign countries has acted as strong incitement to our music world. Undoubtedly some of Japan's hits to follow it up will be sent out to world's market in the latter semi annual term of this year.

World Wide Music Directory

(Continued from page 94)

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Labels (other): Capitol, Liberty, M.G.M., Odeon, Warner Bros.

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Labels (others): ABC-Paramount, Archiv-Produktion, Atlantic, Audio Fidelity, Brunswick, Cameo, Coral, Decca, Deutsche Grammophon, Durium, Heliodor, Hickory, Murray Banks, Parkway, Polydor, Somerset, Telefunken, Vox, etc.

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(Continued on page 127)

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Apr. '64 ?

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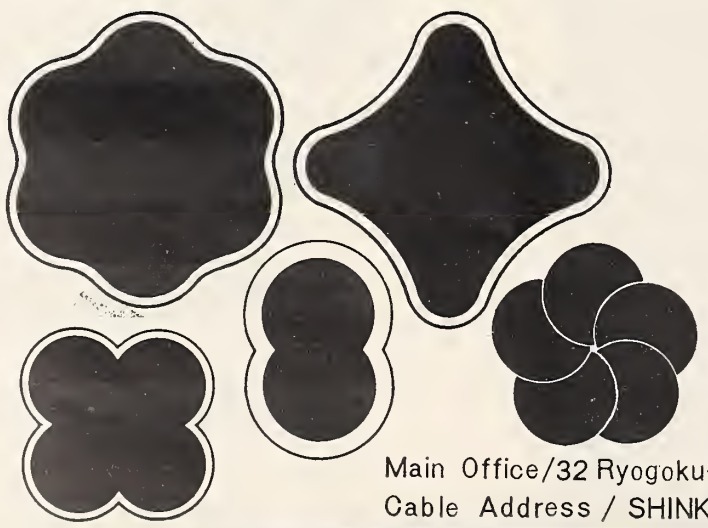

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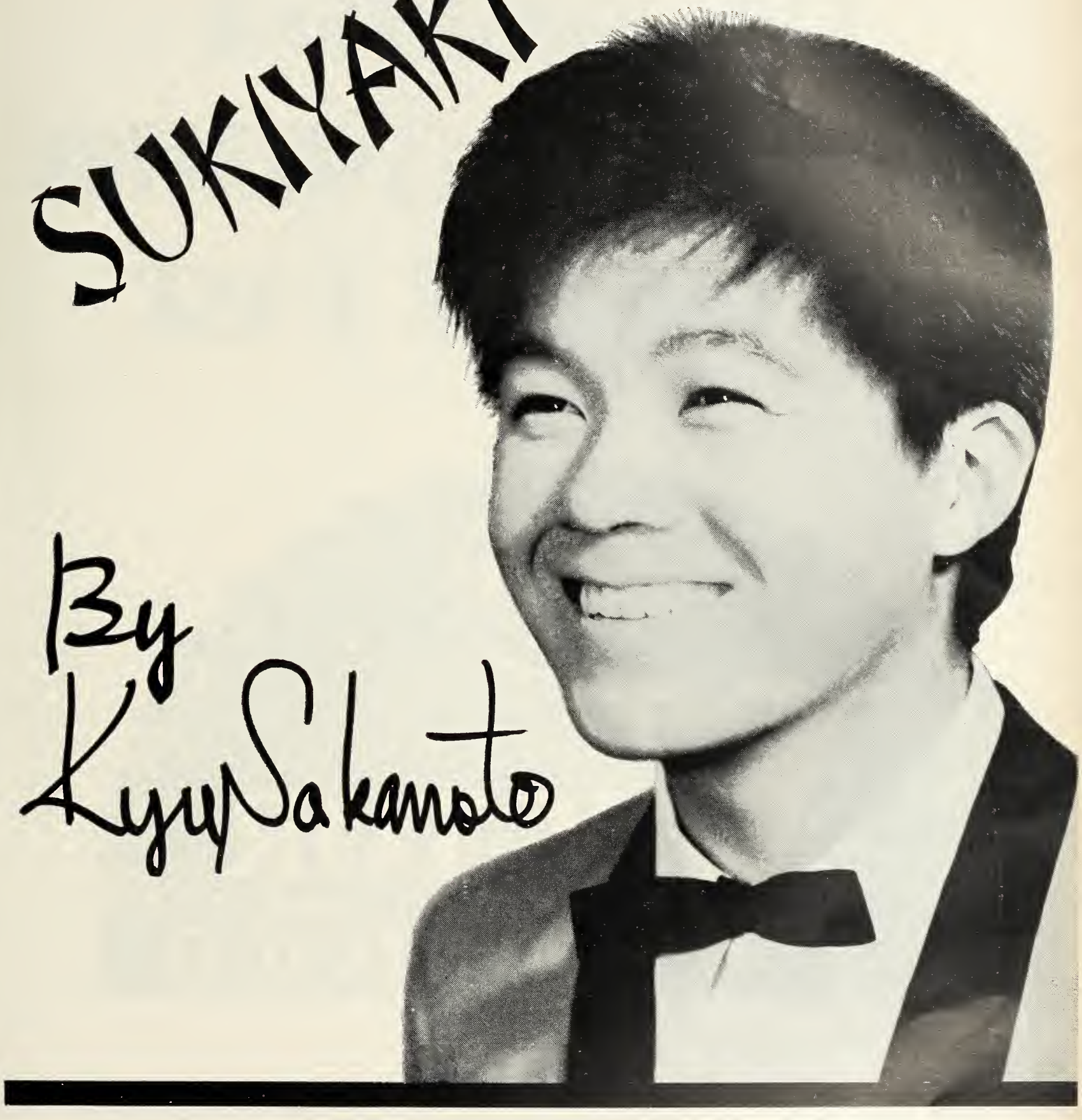

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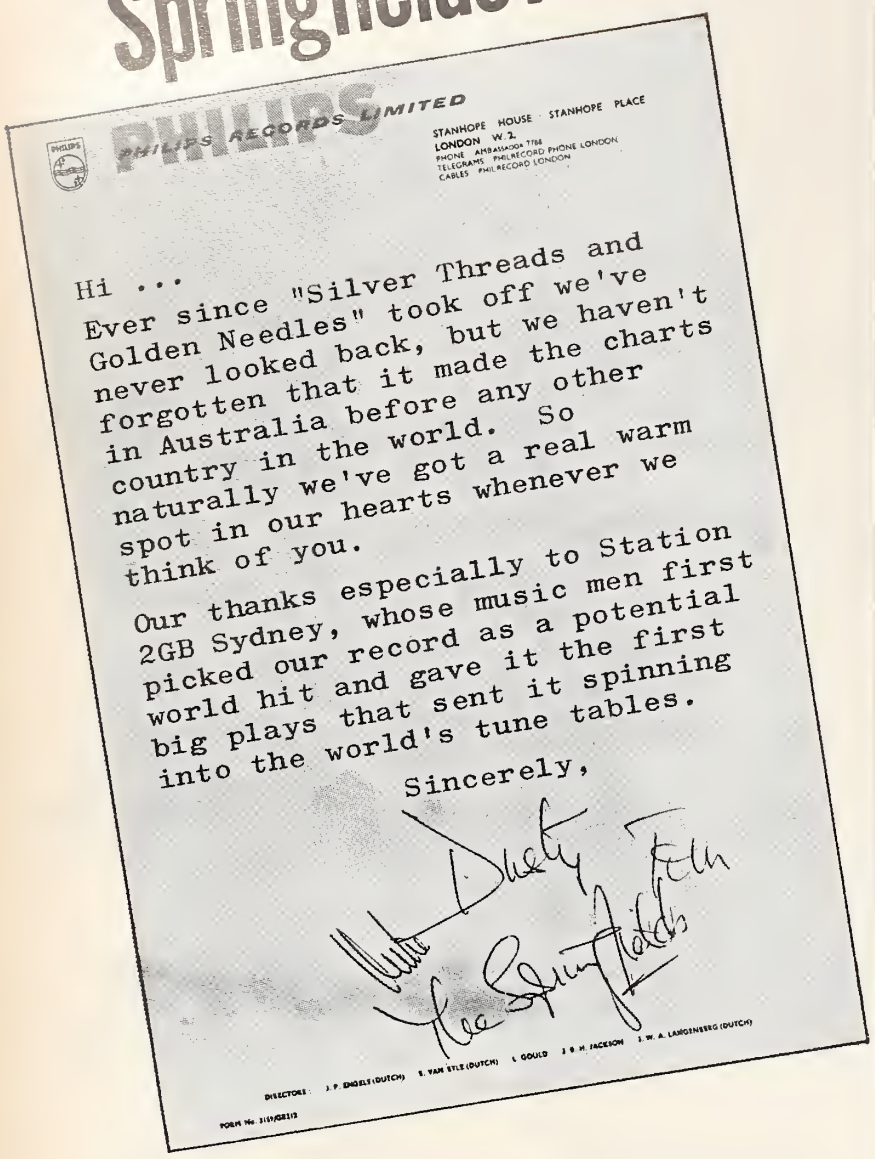
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Our thanks especially to Station 2GB Sydney, whose music men first picked our record as a potential world hit and gave it the first big plays that sent it spinning into the world's tune tables.

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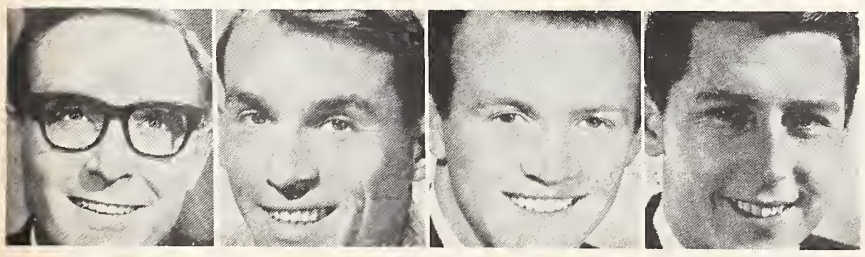
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AUSTRALIA—The Past 12 Months

In addition to this being the wonderful and exciting occasion of the 21st birthday of **Cash Box**, July is also the beginning of our new financial year. Speaking with some publishing and record company executives recently, we discovered that the year which ended on June 30th was, to all intents and purposes, a fairly satisfactory year of business without setting the world on fire. There is still a great deal of lost ground to be regained in both fields (recording and publishing) but it seems that the tide has turned and is now favoring much better trading conditions. The nation's economy has become more settled and manufacturing and trading conditions are showing a return to something like normal again.

There is still much to be done to boost sales of records and music; but it is heartening to report that the untiring efforts of the trade in general are beginning to pay off. The greatest strides still to be made are on the album field which has been a difficult one over the past few years. Many people in the trade still firmly believe that the major problem is that albums are generally too costly at consumer level—yet, there are many albums in the top price bracket that enjoy healthy sales. One prominent man in the trade said recently "There's nothing wrong with the record business that the right record won't fix." There's a whole lot of meat in this statement, but we all know just how elusive the "right record" can be. For instance, last year EMI recorded the local Australian cast album of "The Sound Of Music" after the Broadway cast set had been locally released. There were "raised eyebrows" from some sections of the trade when it became known that EMI planned to go ahead with the project, but it turned out to be the "right record" and was one of Australia's best-selling albums of last year. Admittedly, records like this are hard to come by, but the fact still remains that in the case of "The Sound Of Music" (which was one of the most expensive albums ever recorded in Australia), EMI took the risk and won. One of the most disturbing features of the album business in this country right now (as it has been for many months) is the influx of low-priced sets. These aren't just "low-priced"; many people describe them as "suicide-priced"—suicide for the record companies. Let's face the fact that the record industry the world over has been stuck with low-priced products for years; there's nothing new about them. But, there are "low-priced" records and "low-priced" records. Some of the albums being marketed here are retailing at less than 1/3 the price of regular mono and stereo packages; and many of these records feature name and near-name artists. This whole business is causing grave concern to industry leaders, and it is believed that the matter of low, low-priced records will soon be discussed by the Record Manufacture's Association. But there is little that can be done about it on an industry basis since the Association has in the past allowed that the price structure of records is a purely domestic affair, and this leaves each company free to set its own price tag; perhaps the Assocation should make this a vital part of it's functions.

The Association is designed primarily to maintain a close and harmonious relationship with other sections of the industry (publishers, dealers, etc.) and to set standards that will keep the industry on an even keel. But what better to keep the industry on an even keel than standardized price ranges? The whole future of any industry or business depends almost entirely on a sensible and predetermined pricing policy that will keep the custmers coming and the industry alive. Of course, at the same time it is important to have slight price reductions and/or increases to stimulate competition and attract future business. However, the pricing "war" as applied to the record trade as it now stands is nothing short of a "slaughter" that must spell "the end" for someone if allowed to continue unchecked.

It is fairly widely believed in the trade that a price reduction (particularly in albums) is long overdue and it seems inevitable that this will come about, but it will take a little time yet. The average retail price for top-quality albums is 52/6, which is around $5.50 in American currency. It will be readily seen that this is a high figure in comparison to current ruling prices in many other countries. Australia, with its small population (10½ million) spread over such a huge area (little short of that of the US) cannot develop record business and flourish while consumer prices are so high, many believe. Perhaps a general reduction to 45/- for albums would be a reasonable figure to begin with in an effort to build store traffic and new consumer interest.

Regardless of how we feel about these low, low-priced products, the trade faced with the plain fact that these records are selling even if they are damaging the rest of the industry. Those looking at this whole business at close range for some time now find that consumers are asking embarrassing questions about the manufacturer regarding low priced disks. Such things as "Why are these LP's being sold at about 1/3 the price of others when they are all the same type and size?" are being constantly brought up to dealers; and in most cases the dealer is hard-pressed to come up with a truly satisfactory answer. One thing about low-prices is that they do and must increase consumer action, and when he finds he can't get what he wants at budget prices the consumer is then likely to turn to higher-priced records to satisfy his needs.

THE LOCAL RECORD

Probably the brightest side of the record and publishing trades in Australia over the past few years has been the birth and rapid growth of the locally produced record. Just a few short years ago it was almost impossible to give away a local disk; but these days they are really selling equally as well (better in many cases) as anything from overseas.

When the local recording started out in a small and quiet way with a few singles that did little more than cause a few caustic comments, it was a discouraging sign to all. But these companies which were first on the scene in the re-birth of the local record kept at it in spite of all the "knockers." Greater efforts were made, more time was spent on production, new studios and equipment were installed, and the local product took on a new and respected place in the trade. From these humble beginnings the Australian record and artist has won a place alongside their overseas counterparts. Nearly all record companies (Festival, EMI W&G, Radio Corporation, Australian Record Company) have a heavy release schedule of local products and it is believed that Philips (which has from time to time produced local disks) and RCA is now taking a "hard look" at the local field with a view to entering it along with the other majors.

The chief action in the local field is still in singles, but it is heartening to note that there is a continually increasing output of packaged goods featuring local artists. With this record growth there has come an automatic boost in the publishing of Australian songs which, in turn, has resulted in a vast improvement in the quality of local compositions. Radio stations and disk jockeys have noted this overall quality lift in the local product and are now happy and keen to program Australian material. The whole operation is one of quality and cooperation from all concerned, with the result that the Australian recording artist has never had it better, and the Australian record has reached new heights in popularity not only here, but overseas as well. Some record company executives believe that the future of the industry in Australia lies in the local product, and if the present trend continues this could well be the case. We don't for one minute suggest this could happen within a matter of a few years, but from a long-range viewpoint it is certainly more than a possibility.

Australia Disturbed—

After what must be considered as a trying period for all concerned, we find that most companies in Australia have finished the financial year 1962-63 with far better sales figures on the slate than for the previous fiscal period.

However rather than being jubilant over the increased sales and production, the record industry as a whole in a recent survey, seemed almost hesitant and doubtful about certain trends appearing in the trade at this time. Such practices as the importation of large quantities of LP's at almost give away prices, dumping of surplus stock by defunct record companies, selling of deleted material by most major companies, record clubs seemingly flourishing, discounting at retail level by record dealers, all these practices are casting an uncertain shadow over the LP market for both now and the immediate future. Just how the legitimate LP price can be maintained and the quality of this product kept on a worthwhile level are subjects of many, many policy making top brass meetings throughout the trade right now.

Importation of low priced products is causing havoc among the trade. Several importers have overstepped themselves and no longer exist, but the disturbing feature is that many thousands of LP's are imported into the country by fly-by-night importers not connected with the trade but only intent on a fast turnover. Such strange conventions as copyright seem to be overlooked as there seems to be no attempt to use the usual clearances etc. on many low priced imported LP's seen in many places in Australia. This fact in its self is placing the Australian manufacturer at a disadvantage because of their obligation to the copyright act and the local music owners with whom they associate and live alongside not only now, but in years to come.

Several efforts by local Australian companies to produce and market super low price singles and albums have met with lukewarm reception by the public. The basic fact to understand in this question is that the average wage in Australia is approximately $40-$60; this range probably represents the earning power of a very large slice of the record buying public in this country, the same bracket would in the United States be $90-$120; therefore the $1.98 LP in the States represents approximately 1/60th of the weekly wage, therefore we must seek an LP equal to 1/60th of the Australian wage or approximately $1. Now with a population of eleven million, wide spread in an area the size of the US, the problem of marketing an LP for $1 is quite a sizeable one, as can readily be realized, and yet until this wage to product ratio is reached, one cannot expect to see the low price record have the success that it has enjoyed in the United States. Likewise with regular priced LP's these too suffer through a heavy price structure and are burdened like all records in Australia with a 25% sales tax at the point of last wholesale price. Many many times does one hear people in the middle wage bracket exclaim "that with regular priced LP's the price they are, one thinks before one buys a record these days." Probably the recent series of articles by Cash Box and in particular the articles by the Australian Cash Box representative on the perplexity of the Australian manufacturer in relation to the extraordinary advances and guarantees asked for by U. S. companies for catalog representation has been responsible for bringing this situation before the notice of the more seriously minded American record executive. With a situation on LP products as previously outlined in this article one can imagine the chagrin of the average record producer in this country when faced with a demand for X thousand of dollars on the line before we start, with no say at all in the selection of artists or the choice of material recorded by the originating company. Many Australian companies found that the number of saleable LP's received in any given twelve month period was subject to some queries on the wisdom of weighing oneself down with a handicap of a big advance. It is doubtful if any company objects to paying a realistic advance against an LP that it selects from an overseas catalog as being suitable to market in Australia with more than a sporting chance to recoup the advance and go on to earn good money for the overseas company. But the policy of paying out money on LP's not even recorded and sight unseen is a particularly onerous one to a legitimate record manufacturer in this country and has been the direct result of more than one failure of a catalog to obtain success here, for to imagine that one simply pays the advance, feeds a tape in one end of a box and turns a handle and the records are sold with the profits coming out another shoot, is obviously what some overseas operations feel happens. Forgotten is the affiliates' investment in printing blocks, cover stock, marketing costs, all these costs can be glossed over so long as the advance is big and fat.

The rather poor quality of U.S. product en masse to appeal to the Australian market has assisted fantastically the sales appeal of the locally produced Australian product to such a degree that the percentage of Australian produced singles and LP's that achieve chart status and success in this country will soon swing the balances over and the position will be that Australian artists will have a far greater sales power than the imported product. Steadily, but surely this balance of power on the local scene is changing and alert A & R staff are well aware of this and are watching with interest this revolution as it happens. Australian artists' are accepted throughout the world and hardly a week goes by but an Australian artist's record can be found riding high on some international chart. In the light of the previous thoughts on advances and guarantees it hardly needs much explaining to understand where an A & R man would sooner spend his cash. This big, big point of the power of the Australian artist on both the Australian record scene and the international scene is worthy of sincere thought by any U.S. company which plans to affiliate here with an Australian Company.

Hard, hard is the mood of the U.S. Race Music, so called R & B that is so evident on the U.S. charts. This music is probably the hardest music to sell in Australia today and there are very little sign of its acceptance after the last twelve months. Chart action by this type of music does not indicate sales. Several record A & R executives when questioned have almost despaired to get these records rolling. Generally speaking the "Bossa Nova," "Limbo," "Twist" etc., to name a few speciality dances, have not caused more than a slight flurry on the market soon to fade out with little lasting effect. The "Tamoure" at present is doing its bit to enthuse people in the northern states is not catching to the extent of being big. The "Surf" sound has done some good business, but in winter time it is hard to enthuse about Surf and its devotees are usually up in the mountains this time of year riding the ski trails.

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ARGENTINA – The Past Twelve Months

If 1961-1962 had been a difficult year for the Argentine record industry, the past twelve months, from July 1962 to June 1963 have been really critical. The growing fall of the market, started in March 1962, with considerable cuts in sales, thus putting several companies in bad financial situation. It must be said that a big part of this is owed to the general situation of the country, and the record industry has been no exception of the rule. However, many observers consider that little has been done during the past twelve months to improve commercialization of records, and of course the two price increases that became effective during this period didn't help. Standard LP's, which cost 455 pesos ($3.50) jumped to 545 pesos ($3.95) on July 1st. For comparison purposes, we may note that the dollar exchange rate rose only 8 pesos (from 130 to 138 pesos).

In spite of these price increases, the average customer spends now less on records, because of the great availability of "promotional" albums, an idea started by Columbia (now CBS) a few years ago. These "promotional" LP's sell for about 390 pesos ($2.82) and contain selections of pop, folk and even tango music, pressed, recorded and packed with the same quality used for standard albums. The most starting experience was made by RCA early in 1963, when it released a selectional bum ("El Club del Clan") priced at only 199 pesos ($1.44), backed by heavy TV promotion. This album reached the highest sale for a single LP, and is still selling, having passed the 90,000 mark. Afterwards, RCA put on sale another one, which also sold very well, but the $1.99 line has been discontinued, since the diskeries have agreed to price "promotionals" at 395 pesos. The importance of this part of the business is appreciated considering that there are always five or six low priced albums in the Top Ten LP lists.

The critical situation hasn't stopped the expansion plans of several diskeries. Young Tonodisc added still two more lines to its representation, Westminster and Command, and has recently released de-luxe albums containing classical music. Microfon has started Cadence releases, with good results: the first three singles got into the charts. Famous (Ariel) has released several EMI recordings, with special license. Odeon started Liberty and Warner Bros. releases, while Sicamericana is now representing Colombian diskery Fuentes and Mexican Gamma. CBS is now releasing, under its label, waxings made by Ricordi in Italy and Hispavox in Spain. Disc Jockey plans to release several Sono-Radio (Peru) records, while Tonodisc, in the singles field, has tried successfully a couple of Kapp releases.

The top newcomer has been Producciones Fermata, who started operating last year, with several interesting representations. The twist craze gave Fermata a good opportunity, since one of its label is Chubby Checker's Cameo. The arrangements made with RGE of Brazil and Seeco of USA gave Fermata a nice catalogue. PF works on a production basis (records presed and sold by RCA) and is the first one of this type. Several other new diskeries (Flamingo, Fonosúr) are still in the development stage. One closed, Dimsa Argentina, after operating in the red during two years.

The best sellers lists reveal a growth of force of local products, from folk music and tango to local twists, headed by Palito Ortega, who hit the charts with nearly all his waxings. Top folk tune has been "Paloma," while the biggest tango clickings have been "Porque la Quise Tanto," a steady seller, and now "Frente al Mar." Instrumental hits have nearly disappeared, and only Bert Kaempfert and Lawrence Welk have hit consistently the lists. Spanish versions (excepting original versions) seem unavoidable. As before, Anka, Sedaka and Venezolan chanter Enrique Guzman have been tops, while Brazilian Joao Gilberto gained very much with his visit in October. During the last month, Eydie Gorme and afterwards Edoardo Vianello became strong chart riders in very few days with "Blame it on the Bossa Nova" and "Guarda Come Dondolo," which got to the upper places in very little time. Further records by these artists will show their consistency.

From the publishing point of view, the trends are the same shown in 1961-62: the high advance payments asked by American publishers have cut down the local interest on these tunes; European material is preferred if its cost is not too high, and local products, which have proved to be commercially useful in Europe, are stimulated. The biggest publishers are now making arrangements regarding their local products with pubberies of Italy, Spain and France, and some other European markets, and don't find too much trouble to sell their songs. Some pubberies are also negotiating the rights of foreign tunes for other Latin American countries; this practice is restricted because of the difficulty to get royalty payments in South American countries outside Argentina and Brazil.

Several local artists have started European trips lasting months and even years. In general they base their operation in Spain, which offers good contracts for Latin American artists, and make trips to France, Italy and other countries. Paraguayan artists Los Tres Sudamericanos, vocal trio Los TNT, musician and arranger Waldo de los Rios are some of the names.

There has been a very interesting technical trend during this period: a fast standardization to 33 rpm. Nowadays, there are practically only two sizes of records: 7" and 12", and all are 33 rpm. The single 45 rpm has disappeared (in fact, it really never caught in Argentina) and very small quantities of 78 rpm records are being pressed for country customers. The trouble for some pressers is what to do with their 78 rpm raw material. The quality of pressing has improved in some cases; in others, dealers have complained that there are too many defective records. This has happened with some of the low priced rereleases of old records.

The stereo field hasn't improved very much, due to the high cost of stereo equipment. Although there are cheap sets (from 10,000 pesos) ($72) in general stereo music lovers don't like them, and prefer equipment priced at 50 or 70 thousand pesos ($350 to $550), difficult to afford. Stereo outings have been increasing steadily, but sales are far from impressive.

Regarding the future, the industry hopes that a stabilization will follow the recent elections, and this will bring better days for the record people in Argentina.

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ARGENTINA-Best Sellers Past Twelve Months

Paloma*	Cantores de Quilla Huasi	Philips
Dame Felicidad	Enrique Guzman	CBS
Limbo Rock	Chubby Checker	Fermata
Munequita	Enrique Guzman	CBS
Love Me Warm and Tender	Paul Anka	RCA
Porque la Quise Tanto*	Miguel Montero	Odeon
Blame It On The Bossa Nova	Eydie Gorme	CBS
Corazon de Luto	Chacho Santa Cruz	Microfon
Speedy Gonzales	Pat Boone	Music Hall
Me Siento Feliz	Bert Kaempfert	Polydor
Et Manteinant	Gilbert Becaud	Odeon
Ritmo Africano	Bert Kaempfert	Polydor
Adios Mundo Cruel	Enrique Guzman	CBS
Ese Beso	Paul Anka	RCA
Puente Pexoa*	Trovadores del Norte	CBS
Cuando Calienta el Sol	Tony Vilar	CBS
Every Night	Paul Anka	RCA
El Cigarron	Hugo Blanco	Polydor
Di Papa	Luis Ordonez	CBS
A Steel Guitar	Paul Anka	RCA
Dejala Dejala*	Palito Ortega	RCA
Multiplication	Bobby Darin	Atlantic
Breakin' Up Is Hard To Do	Neil Sedaka	RCA
El Barquito	Joao Gilberto	Odeon
El Pecador	Los Panchos	CBS
Mira Como Me Balanceo	Edoardo Vianello	RCA
Alma de Nogal*	Los Chalchaleros	RCA
La Noche que Llore	Brian Hyland	Ariel
Runaround Sue	Dion	Odeon Pops
Medianoche en Moscu	Stirling Brandy	Tonodisc
Bienvenido Amor*	Palito Ortega	RCA
Desagradecida	Siro San Roman	Music Hall
Camelia*	Palito Ortega	RCA
Next Door To An Angel	Neil Sedaka	RCA
Frente al Mar*	Mariano Mores	Odeon
La Pecosita	Los Pick Up	Music Hall
Ruby Baby	Dion	CBS
Vacaciones en Hawaii	Waldir Acevedo	Disc Jockey
Cry	Paul Anka	Ariel
El Poeta Lloro*	Cauby Peixoto	RCA
Return to Sender	Elvis Presley	RCA
Amor	Paul Anka	RCA
Sealed With a Kiss	Brian Hyland	Ariel

*Local Product

ARGENTINE RECORD COMPANIES

DISC JOCKEY SRL
Manager: Manuel Rodriguez Luque Pedro Goyena 72, Buenos Aires
Tel: 92-9090
Labels: Disc Jockey, Palette, Continental, Chantecler, Meazzi, King, Artone

DISCOS BEMOL
Alsina 3089, Buenos Aires
Label: Bemol

DISCOS CBS SA
Managing Director: Douglas Taylor
Tel: 424307 Paraguay 1583, Buenos Aires
Label: CBS, Columbia

DISCOS SERENATA SRL
Manager: Guillermo Capdevila
Esmeralda 433, Buenos Aires
Label: Serenata
Tel: 490440

DISCOS STENTOR
Sarmiento 2546, Buenos Aires
Label: Stentor

FAMOUS SRL
Manager: Ian W. Morris
Peru 1511, Buenos Aires
Tel: 263306
Labels: Ariel, ABC-Paramount, Colpix, Musidisc, Ronnex-Teeny

FONOSUR
Manager: Dr. Jose Lo Menico
Diaz Velez 3891, Buenos Aires
Label: Fonosur

FLAMINGO
Manager: R. Angeletti
Belgrano 1666, Buenos Aires
Tel: 380629
Label: Flamingo

H y R
Manager: H. Maluf
Alberdi 157, Ciudad de Salta
Office in Buenos Aires: Maipu 62,30
Label: H y R

INDUSTRIAS ELECTRICAS Y MUSICALES ODEON SA
General Manager: Philip Brodie
International A&R: Jose A. Rota
Corrientes 485, Buenos Aires
Tel: 496651
Labels: Odeon, Odeon Pops, Liberty, Warner Bros, Capitol, Decca, London, Angel

INTER BAS CICSA
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Bouchard 644, Buenos Aires
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L 10
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PHONOGRAM SA
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Labels: Tonodisc, Time, Hyckory, Jubilee, Kapp, Westminster

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Mariquilla	Jose Luis	Philips
Fueron Tres Anos*	Hector Varela	Columbia
Ella	Miguel A. Mejia	RCA Victor
Baion De Madrid*	Los 4 Amigos	Columbia
Ansiedad	Nat King Cole	Capitol
Bajo El Cielo De Paris	Three Suns	RCA Victor
Nuestro Juramento	Julio Jaramillo	TK
Rosas De La Plaza Washington	Werner Muller	Polydor
Canario Triste	Dinah Shore	RCA Victor
Fumando Espero	Hector Varela	Columbia
La Pachanga	Luis Aguile	Odeon
La Historia De Un Amor	Hector Varela	Columbia
Diana	Paul Anka	Ariel
Juan Guerrero	Charro Avitia	RCA Victor
Danza De Buck	David Carrol	Mercury
Delicado	Waldir Azevedo	TK
La Novia	Antonio Prieto	RCA Victor
Only You	The Platters	Mercury
It's A Sin To Tell A Iie	Smith	Columbia
Que Tarde Que Has Venido*	Hector Varela	Columbia
Adam And Eve	Paul Anka	Ariel
Ruega Por Nosotros	Miguel A. Mejia	RCA Victor
Celos	Frankie Laine	Columbia
Serenata A La Luz De La Luna	Glenn Miller	RCA Victor
El Jinete	Miguel A Mejia	RCA Victor
Magica Luna	Baby Bell	Odeon Pops
La Mamadera	Yuyu De Silva	Odeon Pops
You Are My Destiny	Los Cinco Latinos	Columbia
Moliendo Cafe	Hugo Blanco	Polydor
Cafe A La Italiana	Dany	Disc Jockey
Quemame Los Ojos	Rosamel Araya	Disc Jockey
La Payanca*	Muchachos de Antes	Disc Jockey
Donde Estara Mi Vida	Joselito	RCA Victor
El Vagabundo	Los Panchos	Columbia
Y Besame Otra Vez*	Hector Varela	Columbia
Patrulla Americana	Glenn Miller	RCA Victor
Baion Del Desierto	Abel Ferreira	TK
Ue Paisano	Nicola Paone	TK
Sh-Boom	Los Tripulantes	Mercury
Makin' Woopee	John Gordy	RCA Victor
Piove	Domenico Modugno	Music Hall
Pantalones De Fantasia	David Carroll	Mercury
Angelina	Eddie Calvert	Odeon
El Sucu Sucu	Tarateno Rojas	H y R
Gallo Ciego	Donato Racciati	Sondor
Callejero	David Carroll	Mercury
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Charleston Parisien	Leo Clarens	Columbia
High Noon	Frankie Laine	Columbia
Brasil	Ray Conniff	Columbia
Que Puntada*	Enrique Rodriguez	Odeon
Jezabel	Frankie Laine	Columbia
Adios Corazon*	Osvaldo Pugliese	Odeon
Recordandote*	Los Cinco Latinos	Columbia
Pepitas De Oro	Xavier Cugat	Columbia
Rock Around The Clock	Bill Haley	Decca
Angelica	Cantores de Quilla Huasi	Philips
Presumida	Teen Tops	Columbia
Popotitos	Teen Tops	Columbia
Wheels	Billy Vaughn	Music Hall
And the Heavens Cried	Tony Vilar	Columbia
Paloma	Los Cantores de Quilla Huasi	Philips
Dame Felicidad	Enrique Guzman	CBS
Limbo Rock	Chubby Checker	Fermata
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Alma De Boemio	Jose Orlando	Chantecler
Alza, Manolita	Osny Silva	Continental
Amor	Silvana & R. Calheiros	Copacabana
Andaluzia	Caterina Valente	Polydor
Aza Branca	Luiz Gonzaga	RCA
Baiao Cacula	Mario Gennari Filho	Odeon
Banana Boat	Harry Belafonte	RCA
O Bom Menino	Carequinha	Copacabana
Boneca Cobicada	Palmeira & Bia	RCA
Cabecinha No Ombro	Alcides Gerardi	Columbia
Cachito	Doris & Rossie	Mocambo
Cancao Da Crianca	Francisco Alves	Odeon
Carinhoso	Orlando Silva	RCA
Carlos Gardel	Nelson Goncalves	RCA
Cherry Pink and Apple Blossom White	Perez Prado	RCA
Chove La Fora	Agostinho dos Santos	Polydor
Ciclone	Carlos Nobre	RCA
Cinzas Do Passado	Claudio de Barros	Chantecler
Contigo	Trio Los Panchos	Columbia
Coracao De Luto	Teixeirinha	Sertanejo
Cu-Cur-Ru-Cu-Cu Paloma	Miguel Aceves Mejia	RCA
Danca Da Moda	Luiz Gonzaga	RCA
Delicado	Waldyr Azevedo	Continental
Diana	Carlos Gonzaga	RCA
Diana	Paul Anka	Polydor
O Ebrio	Vicente Celestino	RCA
Escultura	Nelson Goncalves	RCA
Fascinacao	Carlos Galhardo	RCA
Faz-Me Rir	Edith Veiga	Chantecler
Filme Triste	Trio Esperança	Odeon
Fim De Ano	Joao Dias	Odeon
Gaviao Calcudo	Gilberto Maria	Copacabana
I Can't Stop Loving You	Ray Charles	Polydor
Ilusao	Angela Maria	Copacabana
India	Cascatinha Inhana	Continental
It's Now or Never (O Solo Mio)	Elvis Presley	RCA
Itsy Bitsy Teenie Weenie Yellow Polkadot Bikini	Ronnie Cord	Copacabana
Jambalaya	Brenda Lee	Decca
Jingle Bells	Luiz Bordon	Chantecler
Jingle Bells	The Three Suns	RCA
Jurame	Osny Silva	Odeon
Kalu	Dalva de Oliveira	Odeon
Labios De Mel	Angela Maria	Copacabana
Lampiao De Gaz	Inezita Barroso	Copacabana
Little Darlin'	Lana Bittencourt	Columbia
Malaguena	Caterina Valente	Polydor
Menina Moca	Tito Madi	Columbia
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My Home Town	Paul Anka	Polydor
Nada Alem	Orlando Silva	RCA Victor
Nao Sabemos	Leila Silva	Chantecler
Nel Blu Dipinto Di Blu	Domenico Modugno	Fonit
Neurastenico	Betinho	Copacabana
A Noiva	Angela Maria	Continental
Nono Mandamento	Cauby Peixoto	RCA
Oh!	Ken Griffin	Columbia
Oh! Carol	Neil Sedaka	RCA
Only You	The Platters	Mercury
Orgulho	Angela Maria	Copacabana
Ouca	Maysa	RGE
Patativa	Vicente Celestino	RCA
Poema	Renato Guimaraes	Chantecler
Pois E	Ataulpho Alves	Sinter
The Poor People of Paris	Les Baxter	Capitol
Quarto Oentenario	Mario Zan	RCA
Que Murmuren	Gregorio Barrios	Odeon
Sao Paulo Quatrocentao	Garoto	Odeon
Saudosa Maloca	Demonios da Garoa	Odeon
Serenata Do Adeus	Morgana	Copacabana
Sereno	Paulo Molin	Mocambo
Sinceridad	Lucho Gatica	Odeon
Sistema Nervoso	Orlando Correa	TodAmerica
Somente Tu	Jose Orlando	Chantecler
Sonhando Contigo	Anisio Silva	Odeon
Suave E' A Noite	Moacyr Franco	Copacabana
Stupid Cupid	Celly Campello	Odeon
Tai	Carmen Miranda	RCA
Tango Triste	Harold Jose	Chantecler
Tequila	Silvio Mazzucca	Columbia
Tu Sabes	Martha Mendonca	Chantecler
Vaya Con Dios	Trio Los Panchos	Columbia
Vermelho 27	Nelson Goncalves	RCA
Vinganca	Linda Batista	RCA
A Volto Do Boemio	Nelson Goncalves	RCA
Whatever Will Be, Will Be	Doris Day	Columbia
When	Kalim Twins	Decca

BRAZIL'S BEST SELLERS OF THE PAST 12 MONTHS

SUAVE E A NOITE—Moacyr Franco—COPACABANA
I CAN'T STOP LOVING YOU—Ray Charles—POLYDOR
FILME TRISTE (Sad Movies)—Trio Esperança—ODEON
VOLTA POR CIMA—Noite Ilustrada—PHILIPS
O TROVADOR DE TOLEDO—Gilda Lopes—ODEON
QUE SERÁ DE TI—Moacyr Franco—COPACABANA
HAVA NAGILA—Chubby Chedker—PARKWAY-FERMATA
AL DI LÁ—Emilio Pericoli—WARNER BROS.
LEVA EU SODADE—Nilo Amaro—ODEON
QUEM E—Silvinho—PHILIPS
QUANDO SETEMBRO VIER (Come September)—Billy Vaughn—DOT-RGE
O AMOR MAIS PURO—Francisco Petronio—CONTINENTAL
O REI DO GATILHO—Moreira da Silva—ODEON
ONDE ESTÁS CORAÇÁO—Silvana & Rinaldo—COPACABANA
AMORZINHO QUERIDO—Idalina de Oliveira—CHANTECLER
CANÇÁO DO FIM—Moacyr Franco—COPACABANA
E VOCÉ NÁO DIZIA NADA—Gilberto Alves—COPACABANA
AFRIKAAN BEAT—Bert Kaempfert—POLYDOR
TUDO DE MIM—Altemar Dutra—ODEON
SAMBA EM PRELUDIO—A. Lucia & G. Vandré—AUDIO-FIDELITY

BRAZIL'S BEST SELLING LP'S IN THE PAST 12 MONTHS

TITLE	ARTIST	LABEL
'S Continental	Ray Conniff	CBS
Afrikaan Beat	Bert Kaempfert	Polydor
I Can't Stop Loving You	Ray Charles	Polydor
Dancing In Wonderland	Bert Kaempfert	Polydor
Dedicated To You	Ray Charles	Polydor
Nico Fidenco	Nico Fidenco	RCA
'S Voice	Ray Conniff Singers	CBS
Ouvindo-te Com Amor	Silvana & Rinaldo	Copacabana
Berlin Melody	Billy Vaughn	Dot-RGE
Poema Do Olhar	Miltinho	RGE
Cole Espanol Novamente	Nat "King" Cole	Capitol
Twist Com The Jet Black's	The Jet Black's	Chantecler
Peppino Di Capri—Vol. I	Peppino Di Capri	Odeon
Os Anjos Cantam	Nilo Amaro	Odeon
Orgão . . . Samba . . . Percussão	Andre Penazzi	Audio-Fidelity
The Jet Black's Again	The Jet Black's	Chantecler
Peppino Di Capri—Vol. II	Peppino Di Capri	Odeon
Twistin' Round The World	Chubby Checker	Parkway-Fermata
Na Voz De Nelson Gonçalves	Nelson Gonçalves	RCA
Eu . . . Miltinho	Miltinho	RGE

BRAZIL—Past Twelve Months

The most important event concerning Brazilian music and, consequently, the Brazilian record industry over the past year, was the Bossa Nova wave that invaded several foreign countries. The Carnegie Hall Festival at the end of 1962 called the world's attention to this new Brazilian rhythm, especially in Europe. Joao Gilberto is a consistent chart rider in Italy and compositions signed by Antonio Carlos Jobim, Carlos Lyra, Ronaldo Boscoli, Roberto Menescal, Vinicius de Moraes and many others are being waxed all over the world.

The industry itself has suffered in recent months due to the impact of a new policy adopted by the Government concerning the restriction of credit. The Banks are operating under severe controls and that affects deeply industrial and commercial activities in general and partticularly the "luxury" ones, like the record industry. With the sales decreasing and the expense level going up every day, labels faced a crisis. June, however, proved to be a solid sales month, allowing for optimistic predictions for upcoming months.

Various artists deserve special mention for their activity during the past 12 months. They are the following: Moacyr Franco, TV and radio comedian on Copacabana as a romantic singer, through "Tender Is The Night," and dozens of weeks of sales with two other songs: "Cançao Do Fim" (Make Haste My Love) and more recently "Que Será De Ti," a Paraguayan guarania with Brazilian lyrics; "Noite Ilustrada" of Philips with his smash hit, "Volta Por Cima"; from Odeon Records, two names had remarkable stays on our charts: Trio Esperança, a vocal group formed by three kids, first with a Brazilian version of "Sad Movies" and still among the best sellers with "Baby Elephant Walk," and the great revelation of 1963, Altemar Dutra, a young songster who topped all our charts throughout the country, with "Tudo De Mim."

Chantecler, following its tradition, revealed another songstress, Idalina De Oliveira, TV publicity announcer, whose record "Amorzinho Querido" has been for several weeks in a top position among the best selling standards; Audio-Fidelity, beginning to record with Brazilian artists, had a strong chart rider, too: "Samba Em Preludio," done by Ana Lucia and Geraldo Vandré; another Philips singer who achieved enormous popularity in the past twelve months is Silvinho "Quem E, Amor Ingrato," "Esta Noite Eu Queria Que O Mundo Acabasse" are his best sellers.

In the International field, Brazil had some surprises, the biggest being the appearance of Bert Kaempfert and his orchestra, from Polydor, the most important of all of Ray Conniff's rivals. Speaking about Ray Conniff, his orchestra has been, once more, the most popular of the year. His album "'S Continental" stayed on our charts for more than 50 weeks!

These 12 months marked the beginning of a revolution that may produce results in the very near future: RCA and Odeon (Brazilian E.M.I.) decided to open a campaign against 78 rpm records (still very popular in Brazil). After the complete failure of 45 rpm records, all our companies began to press double-compacts in 33 1/3 rpm. Now the general idea is to press all standards in 7 inches and 33 1/3 rpm. We believe this will be accomplished, but not in the very near future, because the price of the equipment required for the reproduction of these records is very high. Nevertheless, we already have had several hits in little records, such as "Legata A Un Granello Di Sabbia," with Nico Fidenco, "Tutta La Gente," with this same Italian songster and "Tudo De Mim," with Altemar Dutra. But this last one has been pressed in 78 rpm, too.

Despite the crisis and all the difficulties, the Brazilian record industry is in constant progress and the outlook for next year is promising.

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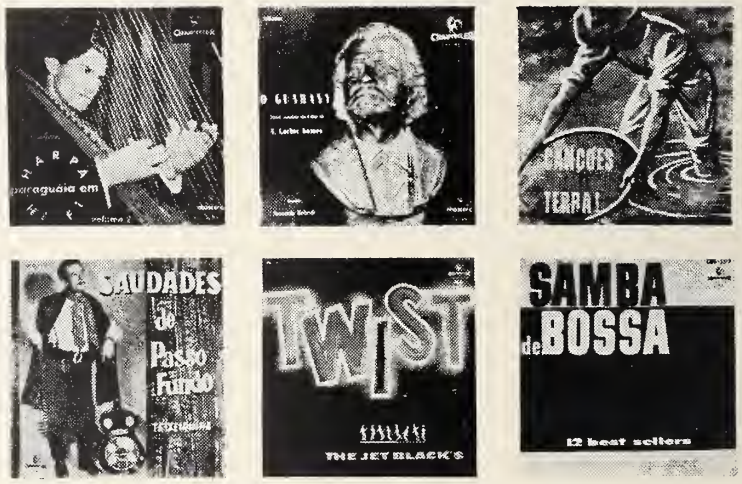

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(Guayabal a Venado No 4-1—Caracas)
Phone: 42-8826, 42-6343
Cable: PAMUSICA CARACAS
Pres.: Mr. Herbert Venjakob
Labels (domestic): Palacio
Labels (others): Colpix, Copacabana, Daro, Falcon, Galleria del Corso, Imperial, London, Peerless, Rapsodia, Seeco, United Artists

FABRICA VENEZOLANA DE DISCOS C.A.—Apartado 3402—CARACAS
(Avenida Surce—Tinajitas a Agua Salud No 96—Caracas)
Phone: 81-9691
Cable: FAVEDICA CARACAS
Pres.: Mr. César Roldán
Labels (domestic): Discomoda
Labels (others): Ansonia, Audia Mexicana, Cameo, Music-Hall, Musidisc, Odeon, Parkway, Sello Vergara, Serenata, T.K., Tropical, Warner Bros.

GRABACIONES "GRAMCKO" C.A.—Apartado de Correos 203—CARACAS
(Avenida Baralt—Esquina Maderero—Edificio Caraballa-Gramcko—Caracas)
Phone: 41-7130, 41-7350
Cable: CARABALLO GRAMCKO CARACAS
Pres.: Mr. Manuel H. Caraballo-Gramcko, hijo
Labels (domestic): Gramcko

INDUSTRIA NACIONAL DEL SONIDO, VENEVOX C.A.—Apartado 4151 Chacao—CARACAS
(Calle Capitolio—Edificio Venevox—Boleita, Estado Miranda)
Phone: 34-8272
Cable: ELECTRONIC CARACAS
Pres.: Mr. Charles Biderman
Labels (domestic): Diversion, Venevox
Labels (others): Alborada, Alhambra, Barclay, Cetra, Disneyland, Ducretet-Thomson, Durium, Festival, Kapp, Montilla, Ricordi, Supraphon.

LA DISCOTECA C.A.—Apartado 7811, Nueva Granada—CARACAS
(Avenida El Paseo No 19—Los Rosales—Caracas)
Phone: 61-0237, 61-0238, 61-2017
Cable: LADISCOTECA CARACAS
Pres.: Mr. Wilhelm Ricken
Labels (domestic): Erna
Labels (others): CBS, Command, Dot, Hispavox, Liberty, Musart, Plaza.

RCA DE VENEZUELA C.A.—Apartado del Este 11275—CARACAS
(Avenida Francisco de Miranda—Edificio Galerias Miranda—Caracas)
Phone: 33-9721
Cble: RADIOINTER CARACAS
Pres.: Mr. C. E. Treutle
Labels (domestic): RCA Victor
Labels (others): RCA Camden

ROBERTO GOMEZ RUEDA & SEGURA S.R.L.—Miranda a Madero—Edificio Caracas—Local B—CARACAS
Phone: 41-5291
Cable: ROBEGOMER CARACAS
Pres.: Mr. Roberto Gomez Rueda
Man. Dir.: Mr. Antonio J. Segura
Labels (domestic): Robegomer
Labels (others): Carrizal, Fuentes

RONDE DE VENEZUELA S.A.—Apartado 5321—CARACAS
(San Marino 20—Caracas)
Phone: 41-2578
Cable: RONDESA CARACAS
Pres.: Mr. E. Fajardo de Velasquez
Labels (domestic): Mara
Labels (others): Pop, Reprise, Starday

SIEMENS VENEZOLANA S.A.—Apartado 3616—CARACAS
(Avenida Principal de Los Ruices—Caracas)
Phone: 34-8531
Cable: SIEMENS CARACAS
Vice President: Mr. Wolfgang Seelig
Labels (others): ABC-Paramount, Archiv-Produktion, Deutsche Grammophon, Mercury, MGM, Phillips, Polydor, Verve.

VENEZOLANA DE GRABACIONES C. A.—Apartado No 8569—Quinta Crespo—CARACAS
(Rio a Puente Soublette—Local No. 1—Caracas)
Phone: 42-7330, 41-6367
Cable: CAVEGA CARACAS
Pres.: Dr. Julio Brillembourg
Labels (domestic): Sam, Vega
Labels (others): Decca

(Concluded on page 128)

Japanese Publishers

(Continued from page 119)

YAMAHA MUSIC
Pres.: N. Hiramoto
Address: 1 Ginza 7-Chome, Chuoku, Tokyo
Tel.: (571)-9151

ZENON GAKUFU
Pres.: T. Shimada
Address: 25 Higashi-Gokencho, Shinjikuku, Tokyo
Tel.: (301)-2101

PICKWICK INTERNATIONAL INC.

THE WORLD'S LEADING ECONOMY RECORD LINES

DESIGN RECORDS
GRAND PRIX RECORDS
CRICKET RECORDS
BRAVO RECORDS
HAPPY TIME RECORDS
'INSTANT' LEARNING RECORDS

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An Affiliate of Pickwick International, Inc.

TOPS STAR SERIES
TOPS MAGNIFICENT HITS
RONDO RECORDS
HURRAH RECORDS
KIMBERLY RECORDS

PICKWICK INTERNATIONAL, INC.
PICKWICK BUILDING, L.I.C. 1, N.Y.
EMpire 1-8811 Cable: Picksacor, N.Y.

World Wide Music Directory

(Cont'd from page 127)

VIETNAM

MUSIC PUBLISHERS

TINH HOA MIEN NAM—P.O. Box 510—SAIGON
(51 Tran-Hung-Dao—Saigon)
Cable: TIHOMINA SAIGON
Pres.: Mr. Le Mong Bao

RECORD MFRS

ALPHA RADIO—P.O. Box 350—SAIGON
(157 Duong Tu-Do—Saigon)
Phone: 22118
Cable: ALPHARAD SAIGON
Pres.: Mr. Thai Thuc Nha
Labels (domestic): Hoanh-Son, Huong-Son, Kim Thanh, Song Huong, Thu-Do, Van-Duc, Viet Nam, Viet-Thanh
Labels (others): Audio Fidelity, Barclay, Brunswick, Capitol, CBS, Columbia, Command, Decca, Deutsche Grammophon, Dot, Grand Award, His Master's Voice, Liberty, London, MGM, Odeon, Parlophone, Pathé, Polydor, Stateside.

ASIA-DISQUES—626 Ham Tu Quay—CHOLON
Phone: 850
Pres.: Mr. Ngo Van Duc
Labels (domestic): Asia
Labels (others): Hong-Hoa, Lam-Son, Nhac-Thanh

LE MENESTREL—53 Duong Tu-Do—SAIGON
Phone: 20517
Cable: MESTREL SAIGON
Pres.: Mr. Ha Van Tac
Import of various labels.

XU'O'NG TO-VAN-NGOC—P.O. Box 769—SAIGON
(49, rue Pasteur—Saigon)
Pres.: Mr. To van Ngoc
Labels (domestic): Doi-Moi, Thanh-Minh, Thanh-Nga

YUGOSLAVIA

MUSIC PUBLISHERS

METRONOM—EDITIONS MUSICALES—Ruzveltova, 19—BELGRADE
Phone: 41.700
Cable: METRONOM BELGRADE
Pres.: Mr. Vojislav Simic

ZABAVNE MELODIJE—EDITIONS MUSICALES DE L'ASSOCIATION DES COMPOSITEURS DE LA MUSIQUE LEGERE DE CROATIE—Radiceva 20—ZAGRE8
Phone: 37.607
Cable: UKLMH ZAGREB
Man. Dir.: Mr. Mario Kinel

RECORD MFR

JUGOTON-RECORDS—P.O. Box 272—ZAGREB
(Dubrava—Zagreb)
Phone: 47.800, 47.801, 47.833, 47.848
Cable: JUGOTON ZAGREB
Dir. Gen.: Mr. Slavko Kopun
Labels (domestic): Jugoton
Labels (others): Brunswick, Clan, Copacabana, Coral, Decca, Durium, Elite-Special, Italdisc, Phonorama, Polydor, RCA, Ronnex, Sabrina, Telefunken, Triola, Vogue.

RADIO TELEVIZIJA BEOGRAD—PROIZVODNJA GRAMOFONSKIH PLOCA—P.O. Box 880—BELGRADE
(Makedonska 21—Belgrade)
Phone: 27.528
Cable: RADIOTELEVIZIJA BELGRADE
Director: Mr. Slobodan Markovic
Labels (domestic): Radiotelevizija Beograd
Labels (others): Jugoslovenska Knjiga

ZANZIBAR

RECORD MFRS

AFRICAN MERCANTILE CO. (O) LTD.—P.O. 8ox 1—ZANZIBAR
(Ukulele Square—Zanzibar)
Phone: 2071
Cable: NAVIGATION ZANZIBAR
Labels (others): Columbia, His Master's Voice, MGM
After Jan. 1, 1963 handling records from EMI-India only.

BELGIUM POLL RESULTS

(Through the Courtesy "Music Fan"—important Belgian monthly music magazine)

FOREIGN ARTISTS

Top Male Singer
1. Elvis Presley

Top Female Singer
1. Conny Froboess

BELGIAN ARTISTS

Top Male Singer in Benelux
1. Will Tura

Top Female Singer in Benelux
1. Anneke Gronloh

Best Vocal Group Benelux
1. The Cousins

Best Vocal Group International
1. The Shadows

Top Records of the Summer-months
1. Return To Sender (Elvis Presley/R.C.A.)
2. Let's Dance (Chris Montez/London)
3. It'll Be Me (Cliff Richard/Columbia)
4. Telstar (The Tornados/Decca)
5. Eso Beso (Paul Anka/R.C.A.)

SPECIAL AWARDS FROM ENGLAND

Once again while extending our grateful thanks to the British Manufacturers, Publishers, Artists and all those who have contributed to this Annual Directory Issue, we would like to offer our own Top Twenty Anniversary congratulations:

1. To **The Tornados.** Winners of the first Cash Box International Gold Award for "TELSTAR."
2. To **Cliff Richard** for "Summer Holiday" & all round professionalism.
3. To all the artists who gave their services for the U.N. "All Star" L.P.
4. To **Rolf Harris** winner of the Cash Box International Silver Award for "Tie Me Kangaroo Down Sport."
5. To the B.B.C. for 40 years of Broadcasting.
6. To **Louis Benjamin** appointed managing director of Pye Records.
7. To **Bert Corri** appointed to the Board of publishers Francis Day & Hunter.
8. To **Harry Secombe** awarded C.B.E. in the 1963 Honors List.
9. To the Chancellor of the Exchequer for reducing P.T.
10. To **Frank Ifield** for winning two gold disks.
11. To Bandleader **Joe Loss** & his return to the charts with "Must be Madison."
12. To Music publisher of the year . . . **Dick James.**
13. To Bandleader **Billy Cotton** voted 'Show Business Personality Of The Year' by The Variety Club Of Gt. Britain.
14. To Publisher **Lawrence Wright** . . . Special **Ivor Novello** award 'for services to British music.'
15. To **Petula Clark** for her Continental triumphs.
16. To **David Jacobs,** British No. 1 D.J.
17. To Impresario **Brian Epstein** for **The Beatles** 'et al.'
18. To Francis Day & Hunter for 85 years of publishing.
19. To Fontana for Jazz.
20. To **Tommy Steele** for his performance in British Musical "Half A Sixpence."

Italy's Best Sellers

This Week	Last Week	Weeks on Chart	
1.	1.	17.	**Quelli Della Mia Eta':** Francoise Hardy/Vogue, Catherine Spaak/Ricordi Published by Leonardi
2.	2.	8.	**Il Cuore:** Rita Pavone/RCA, Wayne Newton/EMI Italiana Published by Messaggerie Musicali
3.	4.	5.	*Stessa Spiaggia Stesso Mare: Mina/Italdisc, Piero Focaccia/CGD Published by Southern
4.	3.	13.	*Grazie Prego Scusi/Il Tangaccio: Adriano Celentano/Clan Published by Italian Yank/Ariston-Italian Yank/Ricordi
5.	5.	3.	*Abronzatissima: Edoardo Vianello/RCA Published by Leonardi
6.	7.	2.	*Se Mi Perderai: Nico Fidenco/RCA Published by RCA Italiana
7.	—	1.	*Sapore Di Sale: Gino Paoli/RCA Published by RCA Italiana
8.	8.	2.	*I Tuoi Capricci: Neil Sedaka/RCA, Published by RCA Italiana
9.	—	1.	*Roberta: Peppino Di Capri/Carisch Published by Campi
10.	9.	5.	Cuando Brilla La Luna: Los Marcellos Ferial/Durium, Los Hermanos Rigual/RCA Published by Southern

*Denotes Original Italian Numbers

Argentina's Best Sellers

1. **Mira Como Me Balanceo** (Guarda Come Dondolo) (Alfa-Fermata) Edoardo Vianello, Jolly Land (RCA); Juan Ramon (Disc Jockey); Tony Vilar (CBS); Poky Evans (Odeon Pops); Los Azurros (Music Hall)
2. **Blame It On The Bossa Nova** (Aldon-Fermata) Eydie Gorme, Enrique Guzman (CBS); Lawrence Welk (Music Hall); Juan Ramon (Disc Jockey); Richard Anthony, Romana (Odeon Pops)
3. **Remember Diana** (Spanka-Fermata) Paul Anka, Marty Cosens (RCA)
4. **El Partido De Futbol** (La Partita di Pallone) (Fermata) Rita Pavone (RCA); Cocky Mazetti (Fermata); Los Tres Sudamericanos (CBS); Monica Lander (Odeon Pops)
5. **Oye Niña** (Meridian-Fermata) Enrique Guzman (CBS)
6. ***Puenta Pexoa** (Lagos) Los Trovadores del Norte (CBS); Julio Molina Cabral (Music Hall); Ramona Galarza, Trio Cocomarola, Enrique Rodriguez, Carlinhos (Odeon); Los Quilla Huasi, Horacio Guarany (Philips); Miguel Codaglio, Farias Cabanillas (RCA); Antonio Tormo, Esteban de los Santos (Disc Jockey)
7. La Terza Luna (Fermata) Neil Sedaka (RCA); Marty Cosens (RCA); Monica Landers (Odeon Pops)
8. **La Tierra** (Chariot) (I Will Follow Him) (Plante-Tempo) Little Peggy March (RCA); Joe Sentieri (CBS); Dyno (Music Hall)
9. ***Frente Al Mar** Neumann) Mariano Mores, Argentino Ledesma, Hector Maure (Odeon); Anibal Triolo, Juan D'Arienzo (RCA); Jose Basso (Music Hall); Enrique Dumas (Philips)
10. **Amor** (Love) (Spanka—Fermata) Paul Anka (RCA); Rocky Pontoni (Music Hall)
11. **Vacaciones En Hawaii** (Todamerica—Smart) Waldir Acevedo (Disc Jockey); Milo (CBS)
12. ***No Es Nada** (Fermata) Palito Ortega (RCA)
13. La Mantequilla (Pending) Los Locos del Ritmo (CBS)
14. ***Rio Manso** (Lagos) Julio Molina Cabral (Music Hall); Cholo Aguirre (Microfon); Ramona Galarza (Odeon)
15. ***Camelia** (Fermata) Palito Ortega (RCA)

*Local Product

Germany's Best Sellers

This Week	Last Week	Weeks on Chart	
1.	1.	7.	*Barcarole In Der Nacht (Barcarole In The Night)—Connie Francis—MGM—Francon/Schneider
2.	2.	13.	Schuld War Nur Der Bossa Nova)—(Blame It On The Bossa Nova)—Manuela—Telefunken—Peter Meisel/Intro
3.	5.	3.	*Ich Will 'Nen Cowboy Als Mann (I Want To Marry A Cowboy)—Gitte—Columbia—Minerva
4.	3.	7.	Zwei Blaue Vergissmeinnicht—(Say Wonderful Things To Me)—Rex Gildo—Electrola—Accord
5.	4.	12.	*7000 Rinder (7000 Cattle)—Peter Hinnen—Ariola—Peter Meisel/Maraton
6.	—	1.	*Im Kleinen Dorf Am Rio Grande (In The Little Town On Rio Grande)—Renate & Werner Leismann—Ariola—Peter Meisel/Intro
7.	6.	3.	*Verliebt, Verlobt, Verheiratet (In Love, Engaged, Married)—Conny & Peter Alexander—Electrola/Polydor—Hans Gerig
8.	—	1.	*Mitsou—Jacqueline Boyer—Columbia—Peter Meisel/Intro
9.	9.	2.	Bouna Notte—(Good Night)—Rocco Granata—Columbia—Peter Meisel/Intro
10.	7.	7.	Kiss Me Quick—Elvis Presley/Udo Jurgens—RCA/Vogue—Aberbach
10.	—	1.	*Mein Schimmel Wartet Im Himmel (My Coach Waits For Me In Heaven)—Gus Backus—Polydor—K. H. Busse

*Original German Copyright

Australia's Best Sellers

1. *Move Baby Move (Johnny O'Keefe—Leedon) Davis & Co.
2. I Love You Because (Al Martino—Capitol) Acuff-Rose
3. Devil In Disguise (Elvis Presley—RCA) Belinda Music
4. (I Love You) Don't You Forget It (Perry Como—RCA) Chappell & Co.
5. Surf City (Jan & Dean—Liberty)
6. Those Lazy Hazy Crazy Days Of Summer (Nat King Cole—Capitol) Comet Music
7. It's My Party (Lesley Gore—Philips) Aaron Schroeder
8. How Do You Do It (Gerry & The Pacemakers—Parlophone) Leeds Music
9. I Like It (Gerry & The Pacemakers—Parlophone) Leeds Music
10. Sukiyaka (Kyu Sakamoto—HMV) Castle Music

*Locally Produced Record

Belgium's Best Sellers

FLEMISH

1. Je Liegt (Will Tura/Palette/World Music)
2. Waar En Wanneer (Bob Benny/Polydor/Ideal)
3. Lucky Lips (Cliff Richard/Columbia/Belindamusic)
4. N'est Ce Pas Merveilleux/Crier Ton Nom (Adamo/Pathé/Rudo—Ardmore and Beechwood)
5. Amour Perdu (Adamo/Pathé/Ardmore and Beechwood)
6. (You're The) Devil In Disguise (Elvis Presley/RCA)
7. Geef Mij Nog Een Kans (Marva/Vogue/Vogue International)
8. Take These Chains From My Heart (Ray Charles/ABC-Paramount)
9. Birdland (Chubby Checker/Parkway/Belindamusic)
10. De Witte Muis (Eddy Roos/Olympia/Fonogram)

WALLOON

1. N'Est Ce Pas Merveilleux/Crier Ton Nom (Adamo/Pathé/Rudo—Ardmore and Beechwood)
2. Amour Perdu (Adamo/Pathé/Ardmore and Beechwood)
3. Sans-toi Mamie (Adamo/Pathé/Rudo)
4. Dis-lui (Claude François/Philips/Tutti)
5. Elle Est Finie (Petula Clark/Vogue)
6. Je Me Sens Bien (Petula Clark/Vogue/Bens)
7. Lucky Lips (Cliff Richard/Columbia/Belindamusic)
8. Quand (Robert Cogoi/Philips)
9. Elle Etait Si Jolie (Alain Barrière/RCA)
10. L'amour S'en Va (Ester Ofarim/Philips)
11. Je Me Sens Très Seul (Robert Cogoi/Philips/Top)
    Johnny Guitar (The Spotnicks/Discostar/Bens)

Cash Box

ANNUAL

World Wide

COIN MACHINE and VENDING

DIRECTORY

1963-1964

21st Anniversary Edition

from the desk of . . .

JOE ORLECK
OF
Cash Box

August 10, 1963

Dear Friends:

Our "Baby" is now 21 years old. Born in 1942 – a small, skinny, brawling infant – it now is a man of gigantic proportions, a world leader.

As our "Baby" added years, it also added strength and stature. Conceived to fill a much needed gap 21 years ago, Cash Box rapidly gained the confidence of its readers and advertisers, because its function served the requirements of our industry – a fearless, honest, progressive, intelligent weekly publication, with complete UNDERSTANDING of the industry's problems. Cash Box, during its 21 years, has instituted any number of services, which were so sound and beneficial, that many were copied by our competition.
Copied – but never equalled.

Year after year, as Cash Box grew, it caught up and passed its elderly companions in the field – and as Cash Box attains its maturity in 1963 – it is the ACKNOWLEDGED LEADER in ALL phases of industry-wide service throughout the World.

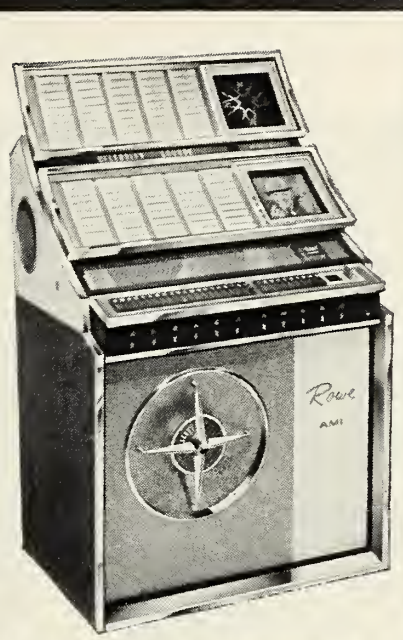
This 21st Annual Directory, the largest, most complete, most comprehensive issue ever published in our industry, is Living Proof of Cash Box Leadership.

We thank our legion of friends throughout the World for making it possible to reach this historic milestone, and we assure them that we shall continue to serve them well in the years ahead.

Joe Orleck

President and Publisher

stardust



An audience sees and hears and feels something extra in the outstanding performance of a star.

Call it "stardust." The Rowe AMI has it, with eye-catching light and line and color that set the mood for the thrilling sound that only Stereo Round* can bring.

It's a performance that calls for encore after encore.

Your Rowe AC Services distributor cordially invites you to come in now and see and hear this new phonograph—and learn about the many extras that distinguish this great performer as an outstandingly profitable money-maker.

*Patent Pending

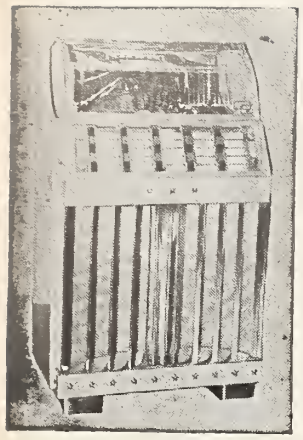
ROWE
AC SERVICES

18 South Michigan Avenue, Chicago 3, Ill.

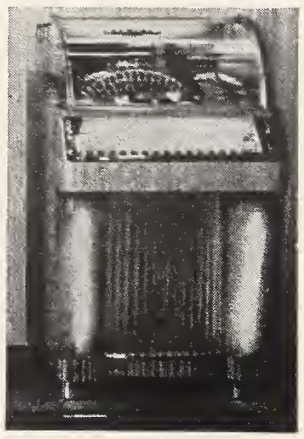
Rowe sets the standards in vending equipment, bill changers, music systems

Post-War Phonographs

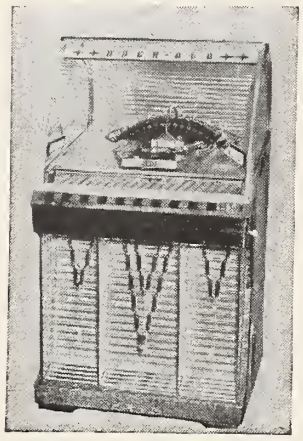
ROCK-OLA



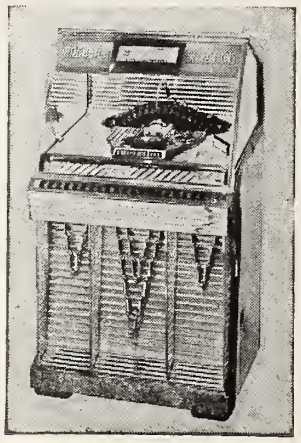
Model 1442
(1954—120 Sel.—45 rpm)



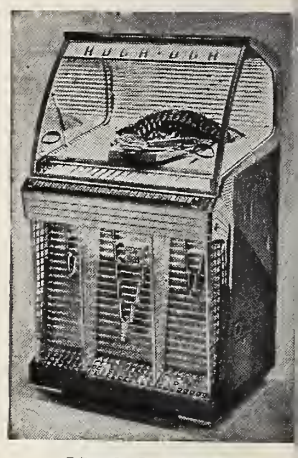
Model 1446
(1954—120 Sel.—45 rpm)



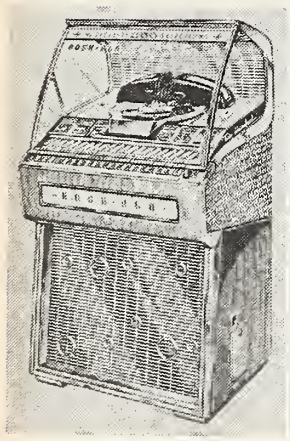
Model 1448
(1955—120 Sel.—45 rpm)



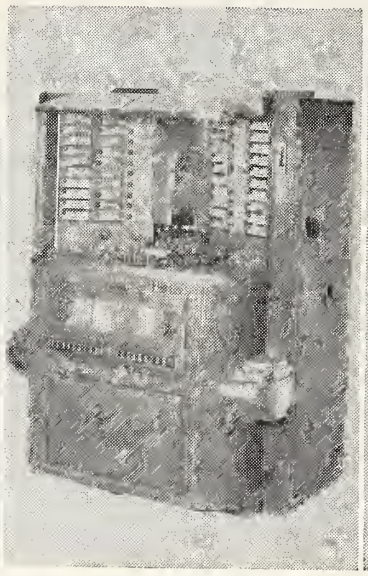
Model 1452
(1956—50 Sel.—45 rpm)



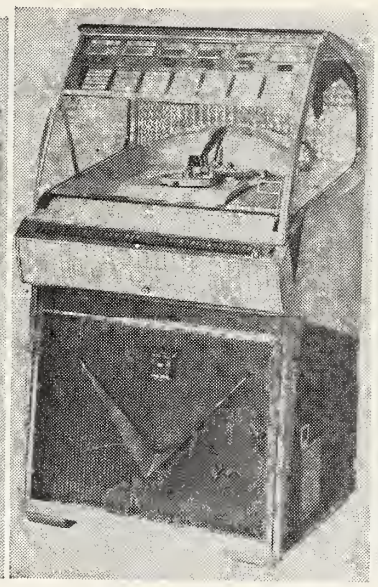
Model 1454
(1956—120 Sel.—45 rpm)



Model 1455
(1957—200 Sel.—45 rpm)



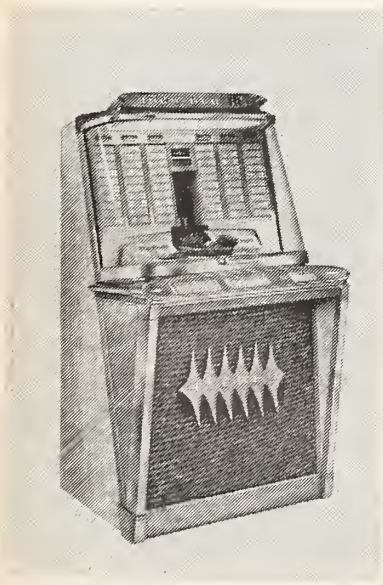
Model 1464
(1958—Wall Type Phono)



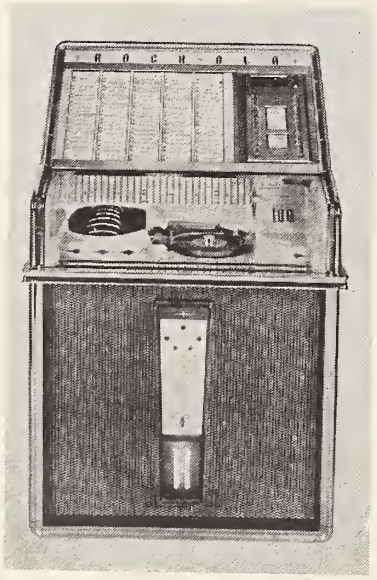
Model 1465
(1958—200 Selections—45 rpm)
Model 1462—120 Sel.
Model 1458—50 Sel.

Model 1475
(Stereo or Monoural)
(1959—200 Selections)
Model 1468 (St or Mon)
120-Selections

1960 Model 1485
200 Sel.
Model 1478—120 Sel.

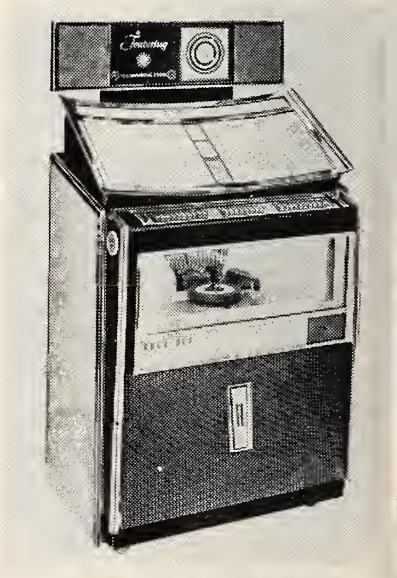


1961 Model 1495
200 Sel.
Model 1488—120 Sel.



1962 PRINCESS
Model 1493—100 Sel.
Wall Model Also Avoiloble

1962 EMPRESS
Model 1497—200 Sel.
Model 1496—120 Sel.



1963 RHAPSODY
Model 408—160 Sel.
Capri—Model 404—100 Sel.

1953 • 1963

10 YEARS CO-OPERATION

DAVID C. ROCKOLA,
President,
Rock-Ola Manufacturing Corporation

ALFRED ADICKES,
President,
NOVA Apparate GmbH & Co.

A rare combination of manufacturer and distributor: Rock-Ola Manufacturing Corporation and Nova Apparate, has brought about unprecedented success in the coin operated phonograph industry throughout Europe.

The result of this cooperation over the years can be seen everywhere on the Continent of Europe and the United Kingdom, where Rock-Ola phonographs appear on more sites than any other type of juke box.

Sales promotion, organisation and know-how, acquired in 35 years' experience, assisted by unsurpassed quality, perfection of the mechanism, styling and re-sell value, have made it possible that one may safely quote that more Rock-Ola phonographs are being sold today in most European markets than all other American produced phonographs put together. This achievement is a tribute to the cooperation between Rock-Ola and Nova. We look to many more years of mutual success.

EUROPE'S LARGEST DISTRIBUTING ORGANISATION

Fred Adickes,
President

KOMM. GES.

NOVA APPARATE

GMBH & CO

HAMBURG, GERMANY

Program: Rock-Ola phonographs, Rock-Ola Vending Machines, Gottlieb Amusement machines

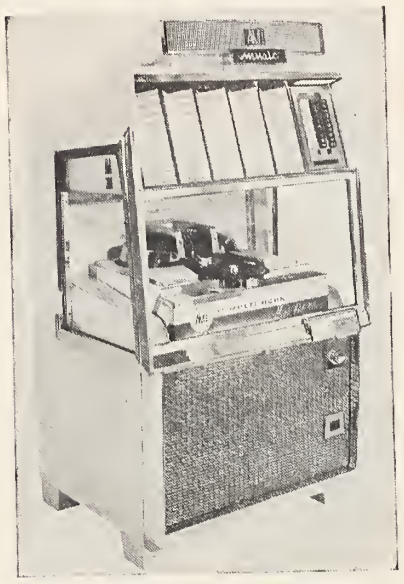
Hot and Cold Drink Vending Machines Kiddie Rides.

Post-War Phonographs

ROWE AC

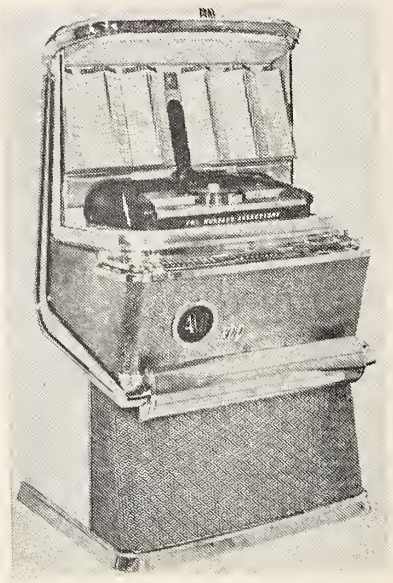
Model "G"

1955—80 Selections—45 rpm
—120 Selections—45 rpm



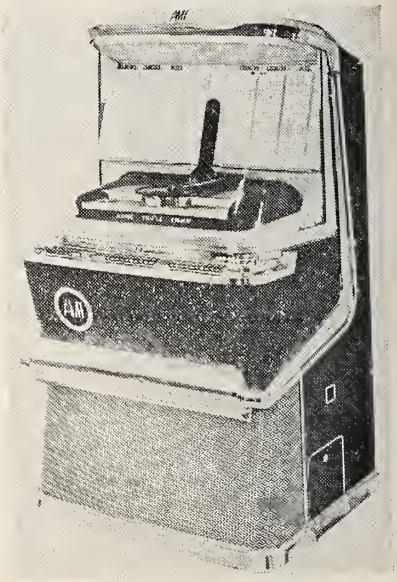
Model "G-200"

(1956—200 Selections—45 rpm)



Model "H-200"

(1957—200 Selections—45 rpm)

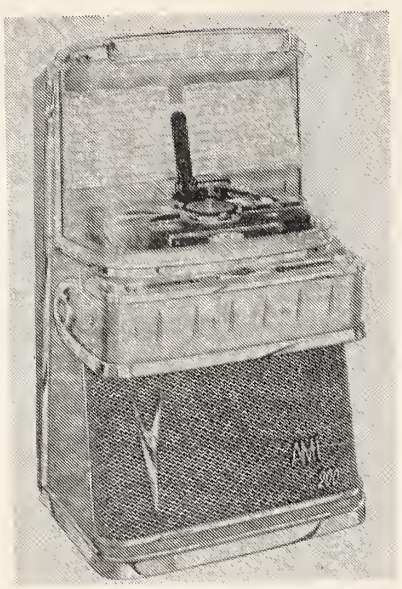


Model "H-120"

(1957—120 Selections—45 rpm)
100 Sel. Avoiloble

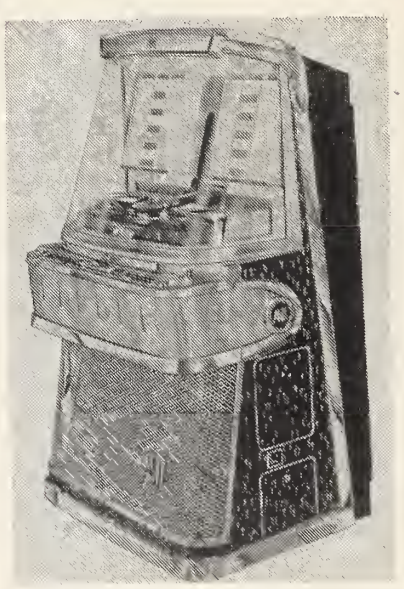
Model "I-200"

(1958—200 Selections—45 rpm)



Model "I-200M"

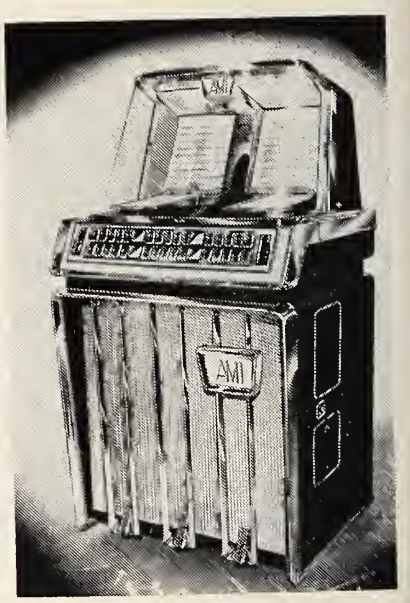
(1958—200 Selections—45 rpm)



Model "I-120"

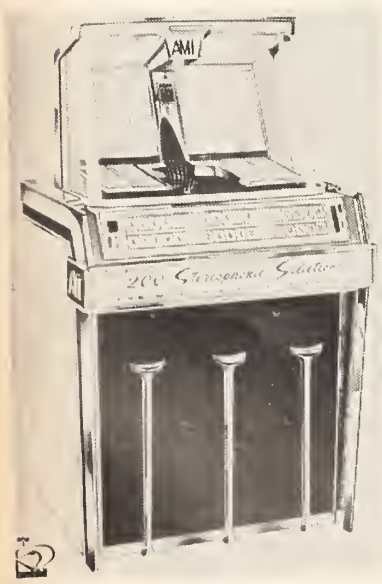
(1958—120 Selections—45 rpm)

Model "I-100"
(1958—100 Selections—45 rpm)



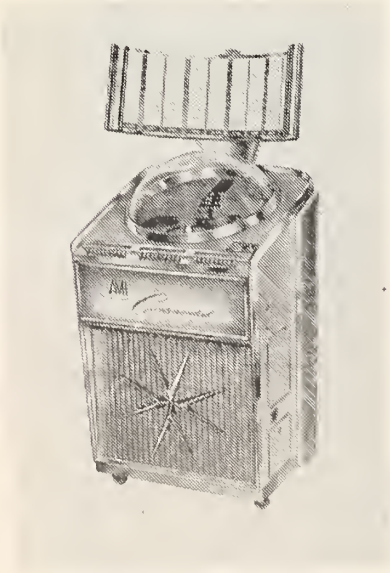
Model "J"

1959 (Stereo or Monoural)
(200 Sel. Elec.) (200 Sel. Man.)
(120 Sel.) (100 Sel.)



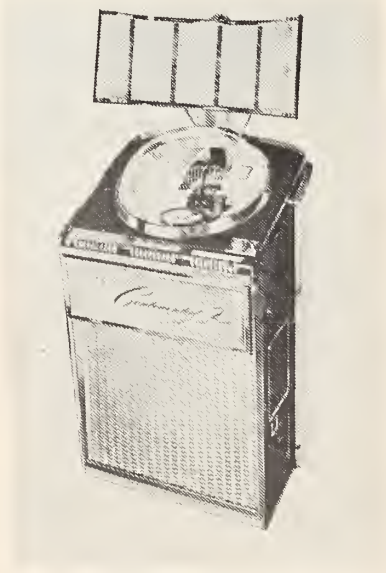
Model "K"

1960
200 Sel., Elec., Auto., Or Manual;
120-Sel.; 100-Sel.



Continental 200

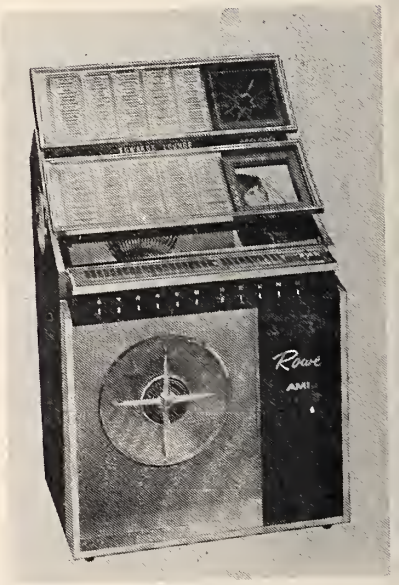
1960
200 Sel.
Lyric—100 Sel.
(Lyric model does not feature upright panel)



Continental 2

1961—200 Sel.

Continentol 2—100 Sel.



Rowe-AMI

1962-1963—200, 160 or 100 Sel.

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...because

AUTO-PHOTO STUDIOS *earn Customer Patronage*

...the ONLY automatic photo machines that will time and time again PLEASE ALL CUSTOMERS:

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who take and treasure photos of the young ones growing up...get perfect, sharp, clear photos every time.

TEENAGERS
who are great customers—always exchanging photos with schoolmates—and frequently using photos as signatures on their letters and greeting cards.

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just for the fun of it—and for remembering friends and folks back home with multiple-posed personal photos.

ALL COME BACK AGAIN AND AGAIN
BECAUSE THEY ARE COMPLETELY SATISFIED

Get All the Details

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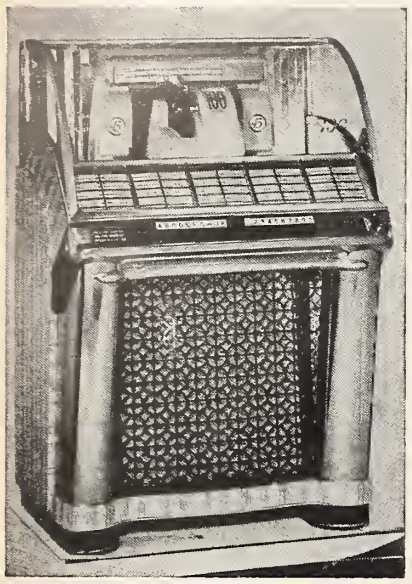
1100 E. 33rd Street, Los Angeles 11 Calif. • Telephone ADams 3-6247

PHOTOME, Ltd., ENGLAND | **SCHNELL PHOTOAUTOMATEN, G. m. b. H., WEST GERMANY** | **SOCIETE PORTREX, PARIS, FRANCE**

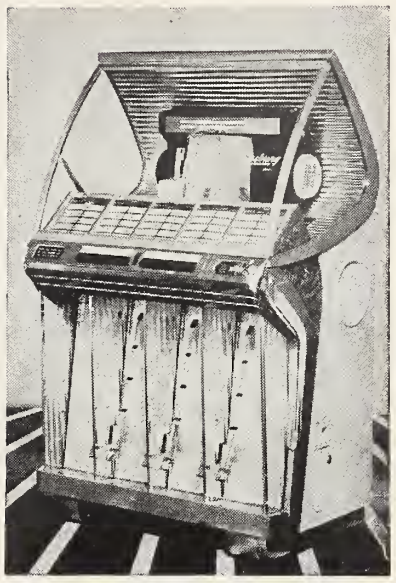
"THE BEST INVESTMENT IN THE COIN MACHINE FIELD"

Post-War Phonographs

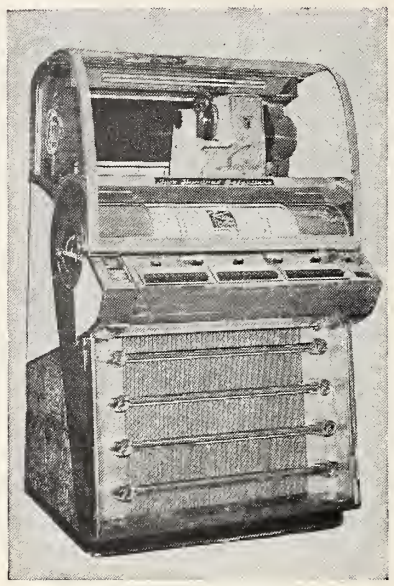
SEEBURG



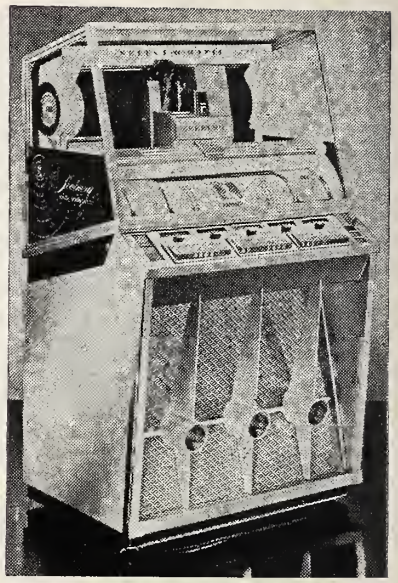
Model HF-100G
(1953—100 Selections—45 rpm)



Model HF-100R
(1954—100 Selections—45 rpm)

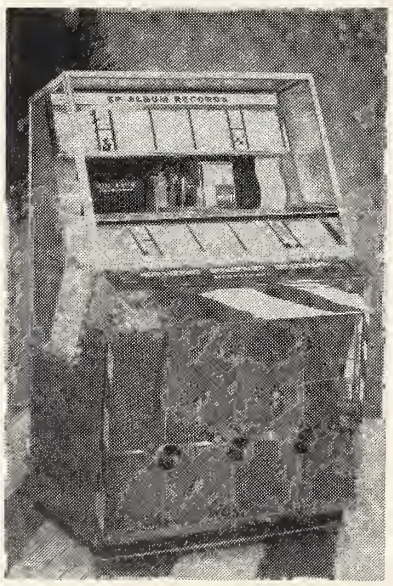


Model V-200
(1955—200 Selections—45 rpm)

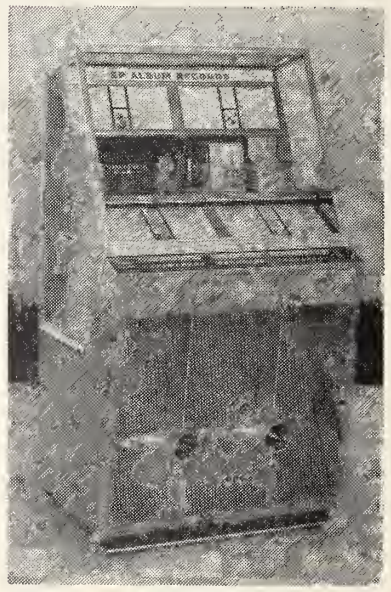


Model KD-200
(1957—200 Selections—45 rpm)

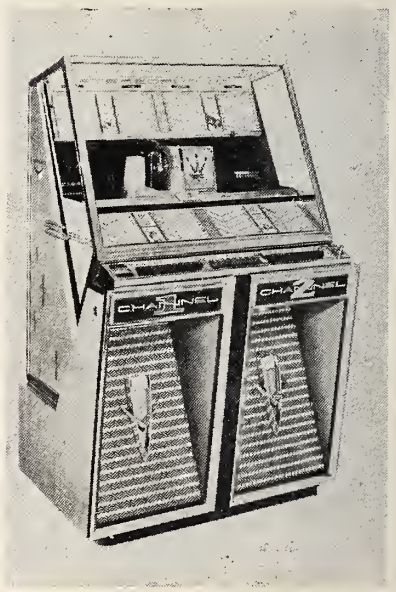
Model L-100
(1957—100 Selections—45 rpm)



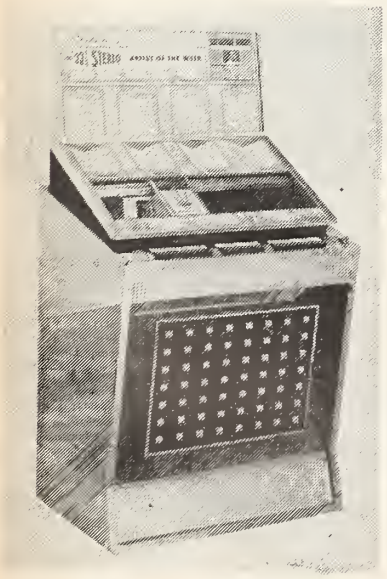
Model "201"
(1958—200 Selections—45 rpm)



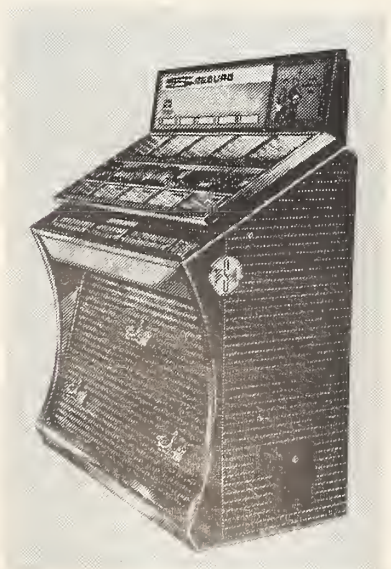
Model "161"
(1958—160 Selections—45 rpm)



1959 Model "222"
160 Selections—Stereo)
Model "220"—100 Sel.

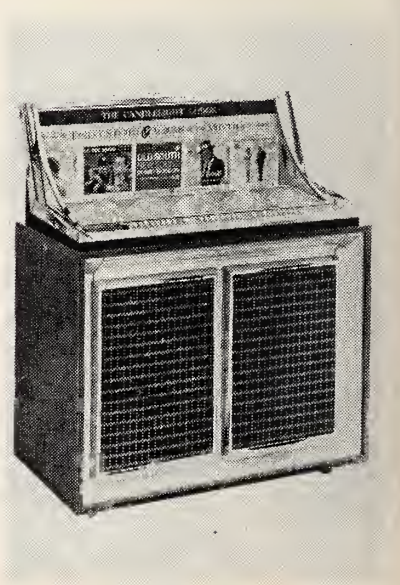


1960 Model "AQ160S"
160 Sel.
Model "AQ100S"—100 Sel.



1961 Model "AY160S"
160 Sel.
Model "AY100S"—100 Sel.

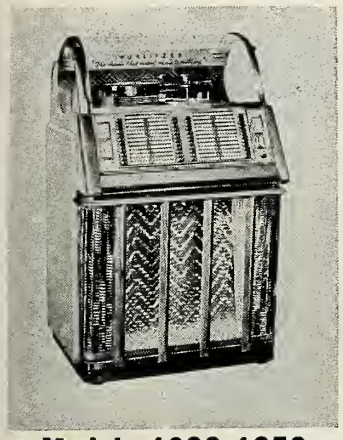
1962 Model "DS160"
160 Sel.
Model DS100—100 Sel.



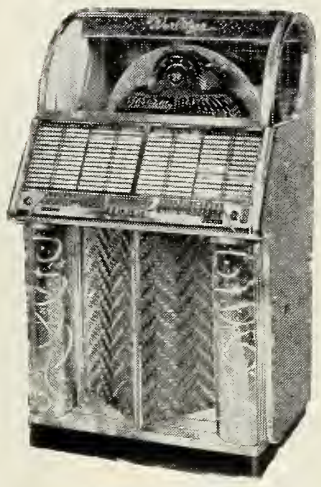
1963 LP CONSOLE
Model LPC-1—160 Sel.

Post-War Phonographs

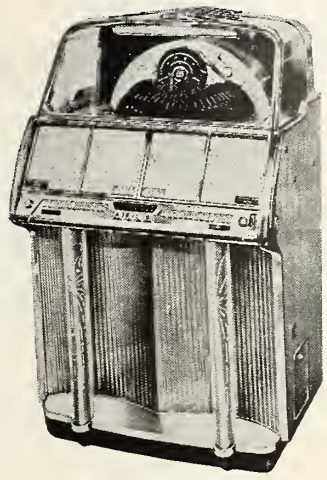
WURLITZER



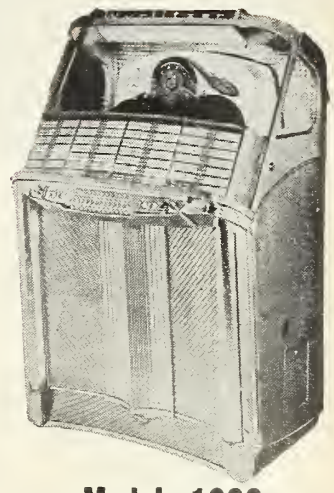
Model 1600-1650
(1953—48 Selections—78 rpm)



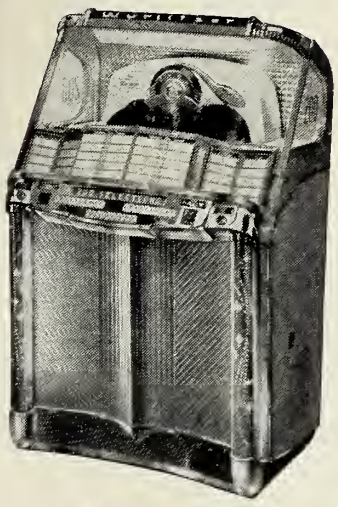
Model 1700
(1954—104 Selections—45 rpm)



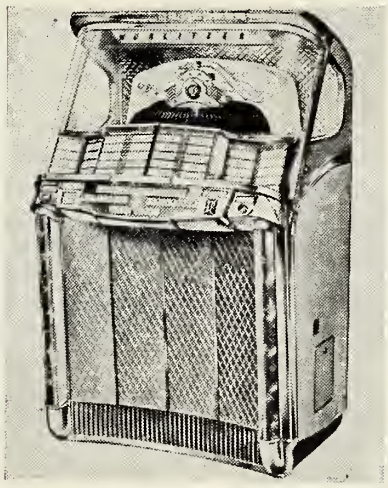
Model 1800
(1955—104 Selections—45 rpm)



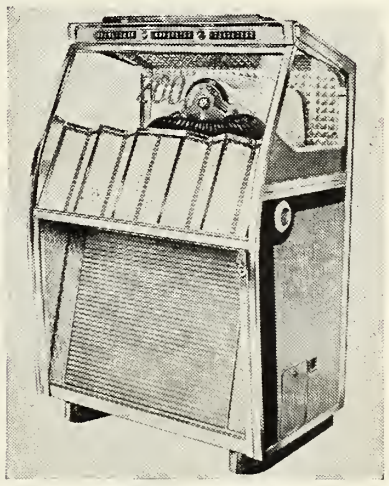
Model 1900
(1956—104 Selections—45 rpm)



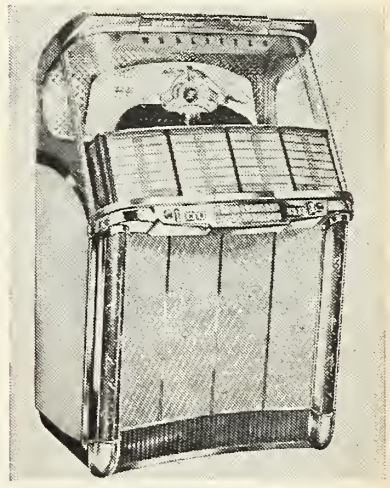
Model 2000
(1956—200 Selections—45 rpm)



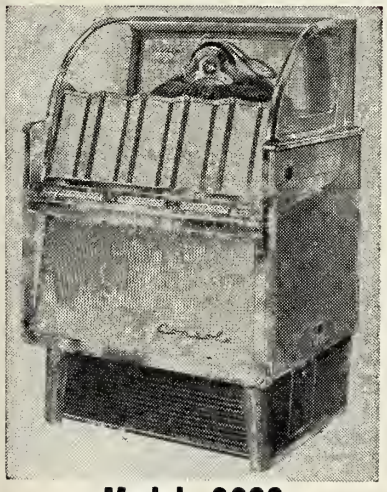
Model 2100
(1957—200 Selections—45 rpm)



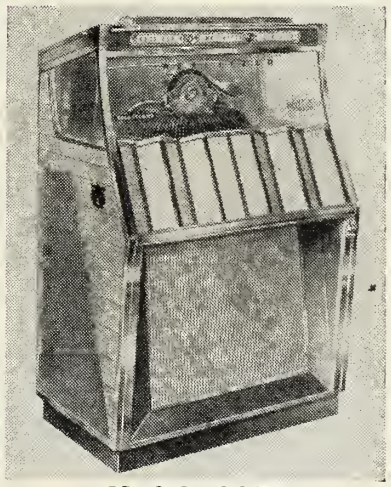
Model 2150
(1957—200 Selections—45 rpm)



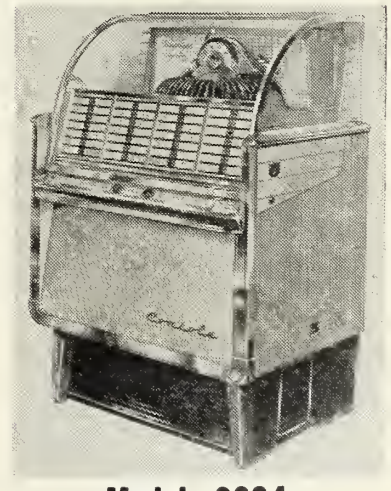
Model 2104
(1957—104 Selections—45 rpm)



Model 2200
(1958—200 Selections—45 rpm)

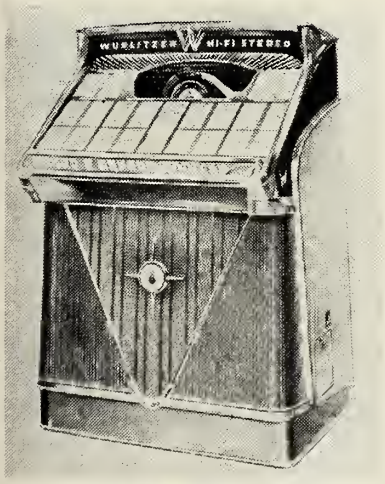


Model 2250
(1958—200 Selections—45 rpm)

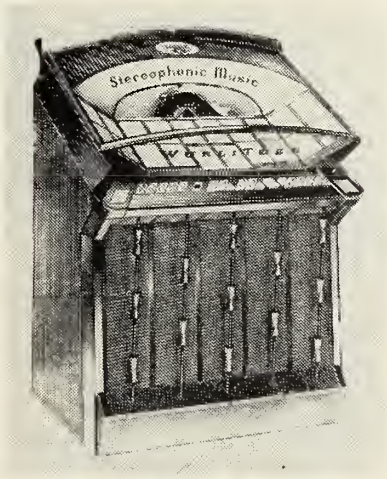


Model 2204
(1958—104 Selections—45 rpm)

1959 Model 2300
(Stereo or Monaural)
(200 Selections)
Model 2304—104 Sel.
Model 2310—100 Sel.

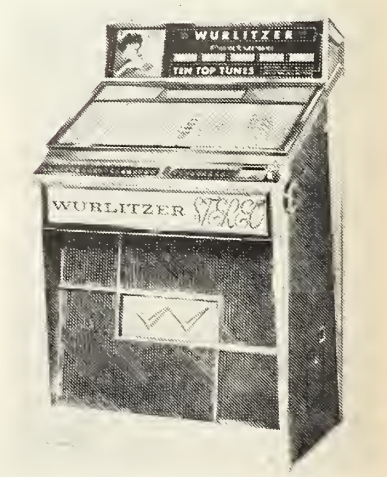


1960 Model 2400
(200 Sel.)
Model 2404—104 Sel.
Model 2410—100 Sel.



1961 Model 2500S
(200 Sel.)
Model 2504—104 Sel.
Model 2510—100 Sel.

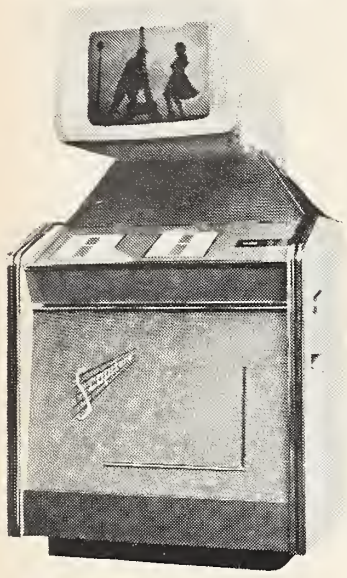
1962 Model 2600
(200 Sel.)
Model 2610—100 Sel.



1963 Model 2700
(200 Sel.)
Model 2710—100 Sel.

THE SCOPITONE

Juke-Box Color Sound Film Viewer



Cameca Production

The SCOPITONE transforms and expands the field of the JUKE-BOX substituting to the disk the filmed song. As important an innovation as the talking film was to silent movies, it brings the image to the sound, thus making it possible to see the greatest artists interpret the successes of the day.

- THE NEWEST IN AMUSEMENT
- FASTEST MONEY MAKER FOR OPERATORS
- THE FASCINATING JUKE BOX
- A HIGH QUALITY CLEARTONE PICTURE
- HIGH FIDELITY SOUND
- A LARGE VARIETY OF SELECTIONS
- A QUARTER PER SELECTION
- LOW COST MAINTENANCE
- PROFITABLE INVESTMENT

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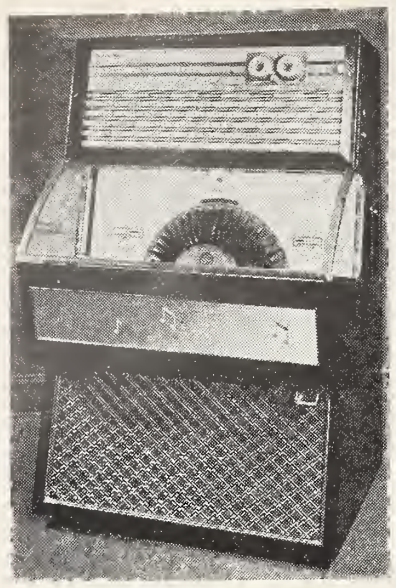
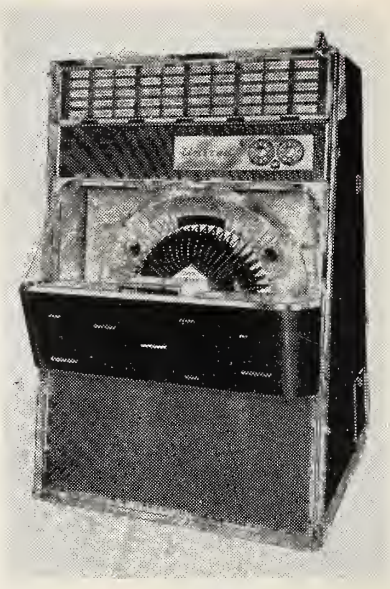
Dist. for:
UNITED MUSIC & GAMES

Post-War Phonographs
(continued)

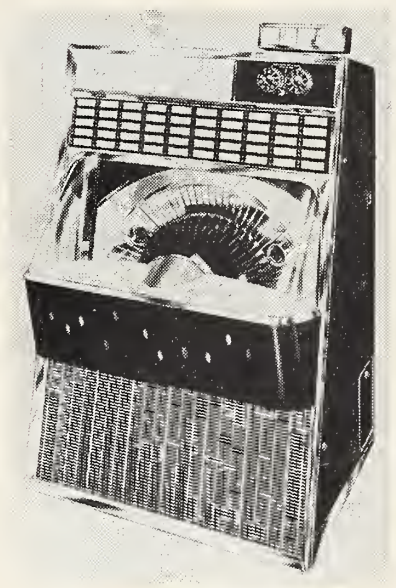
UNITED



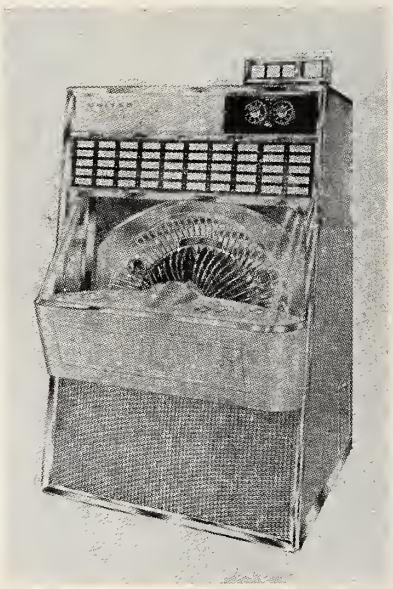
Model UPA-100
(1957—100 Selections—45 rpm)



Model UPB-100
(Stereo or Monaural)
(1959—100 Selections)

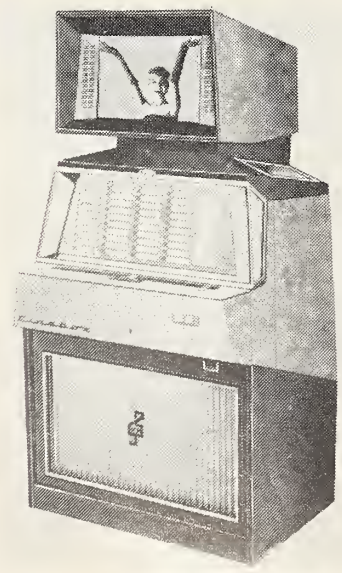


Model UPC-100
(1960—100 Sel.)



Model UPD-100
(1961-1962-1963—100 Sel.)

MOVIE — MACHINES 1963 MODELS



CINEBOX

Color movie in high fidelity sound from 40 reels of 16 mm films. Provision for 9 advertising slides. Advertising messages automatically projected on screen when machine is not projecting sound films. Single or multiple coin preselection. Occupies 3 x 3 feet floor space. 25¢ play. Films available from Cinevision Corp. of America. Distributor network for America now being organized. David Rosen Inc. in State of Pennsylvania is one of largest distributors to date.

CARAVELLE

C.I.F.A.
72 Bd. du Mantparnasse
Paris, France

CINEBOX

CINEVISION CORPORATION OF AMERICA
201 West Jahn Street
Hicksville, Lang Island, N.Y.
(Div. af Estey Electranics Corp.)

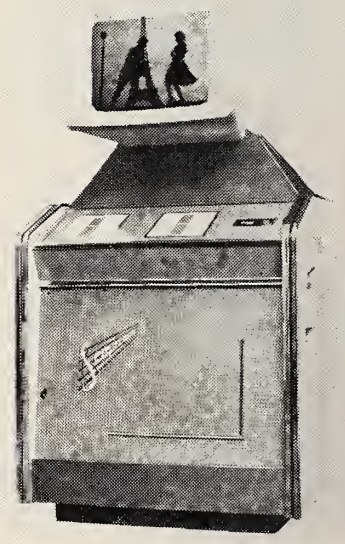
SOCIETA INTERNAZIONALE FONOVISIONE
Corso G. Matteatti 8
Milano, Italy

SCOPITONE

CAMECA
103, Boulevard Saint-Denis
Caurbevoie

Distributed In Canada by:

GERARD THIBAULT
355 St. Paul St.
Quebec, P.Q., Canada



SCOPITONE

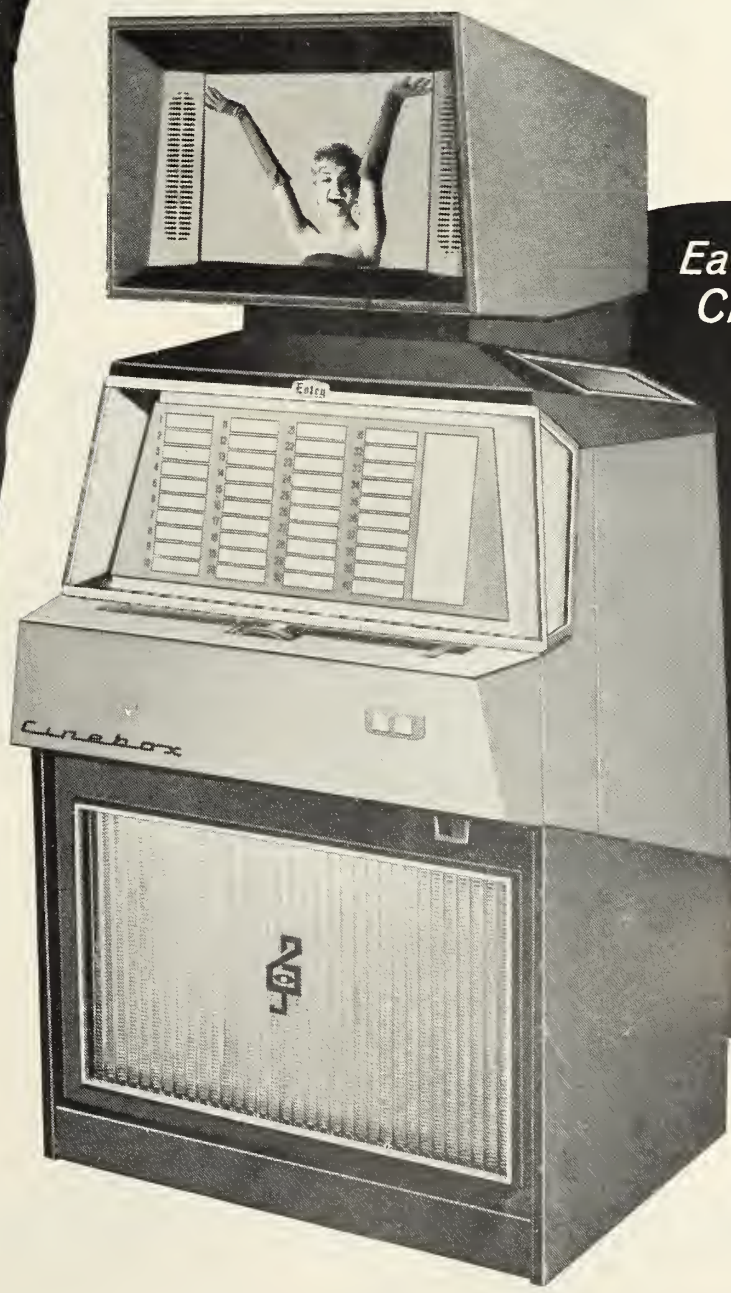
Offers 36 films on 16 mm size. Accepts advertising slides. Films in color with high fidelity sound. The French-made machine is distributed in Canada by Gerard Thibault but as yet no U.S. licensee has been named. While negotiations are underway, the William Morris Agency, giant talent agency, is preparing to produce films in conjunction with U.S. Scopitone licensee. Distributed in United Kingdom by Radiovision (Westminster Ltd), 16 City Rd., London. Firm has announced four new films available monthly from European source.

CINEBOX®

The NEW LOOK in musical entertainment

THRILLING COLOR MOVIES IN HI-FI SOUND

...featuring the World's Top Tunes & Talent!



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AMUSEMENT MACHINES

PRODUCED JULY 1962-JUNE 1963

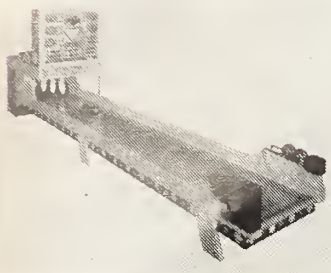
U.S. FACTORIES

Bowlers

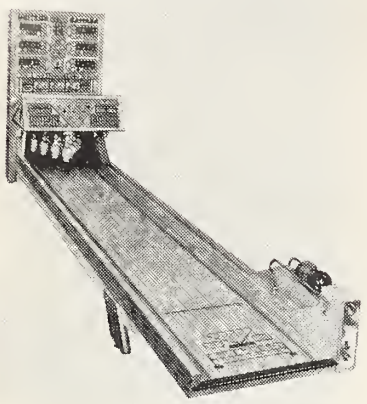
Bowlers

Shuffle Alleys

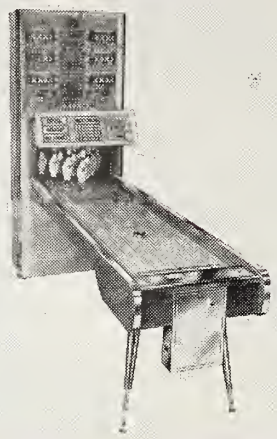
Shuffle Alleys



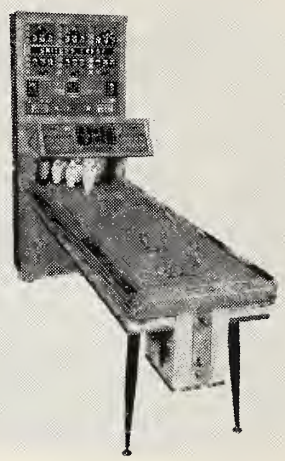
ChiCoin GRAND PRIZE



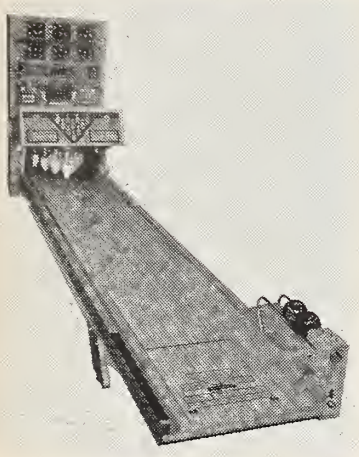
United SAHARA



Bally BIG 7



United CREST



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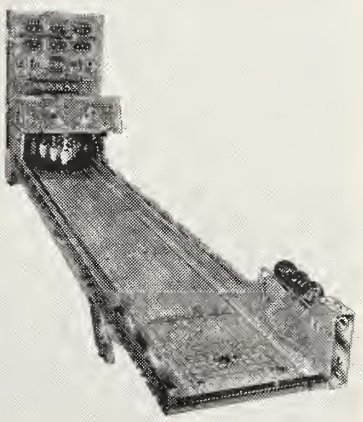
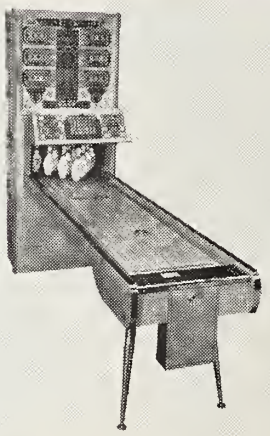
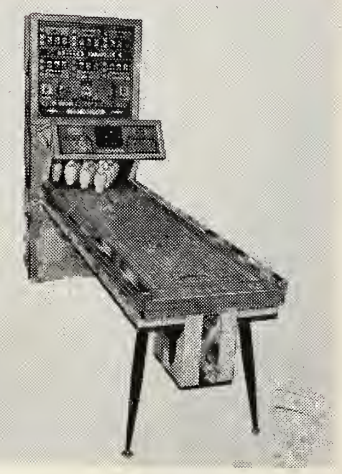


United LUCKY



Bally SUPER 8



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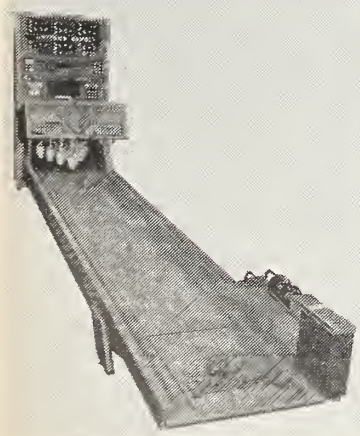
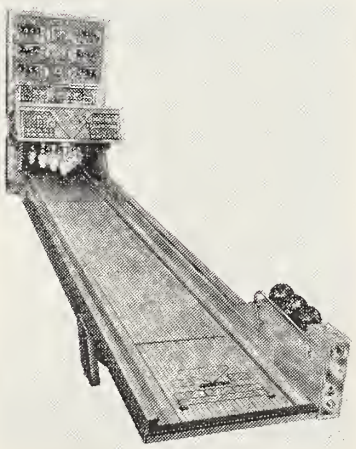
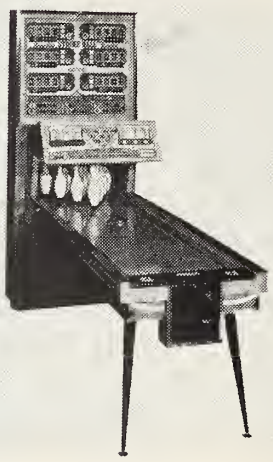


United CAPRI

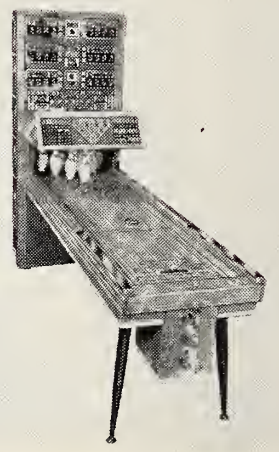


United TROPICS



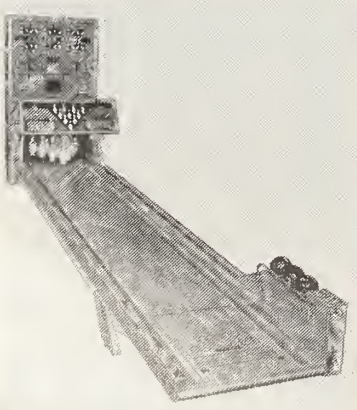
ChiCoin STRIKE BALL

ChiCoin CITATION
Not Illustrated

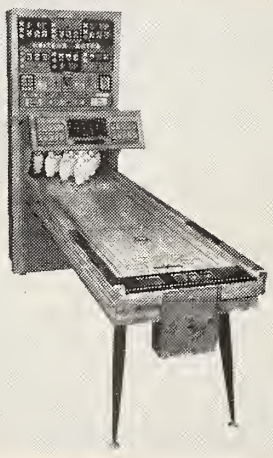


United EMBASSY

United CYPRESS



United SABRE



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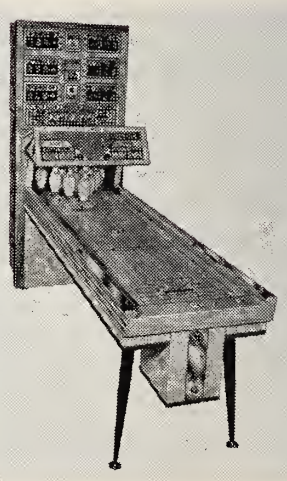

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AMUSEMENT MACHINES

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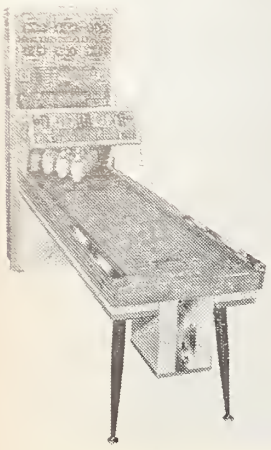
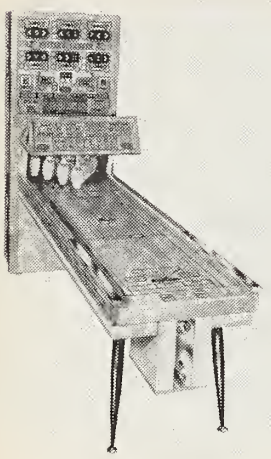
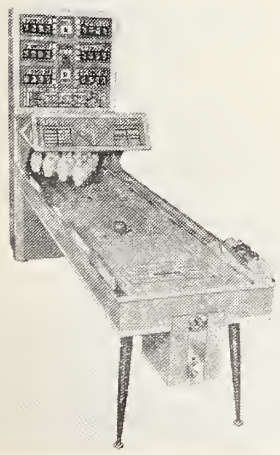
Shuffle Alleys



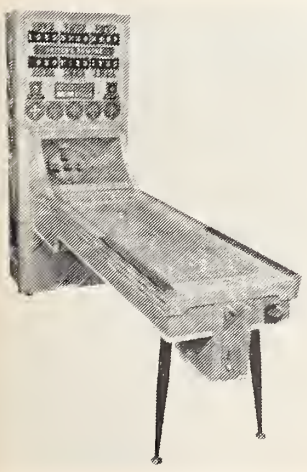
United SPARKY



United LANCER

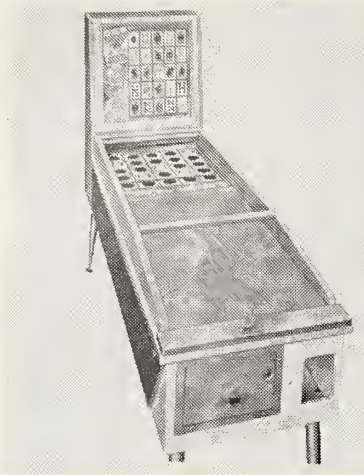


United CIRCUS
(ball Roll Down)



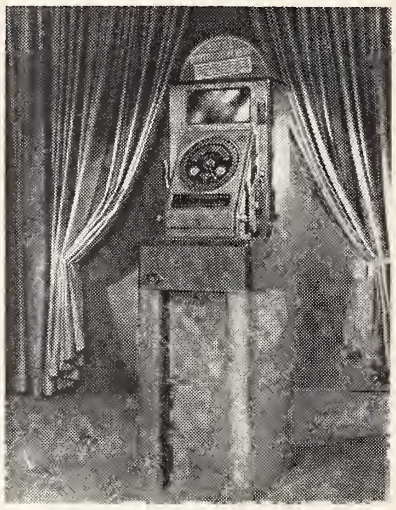
United RUMPUS

Roll Down



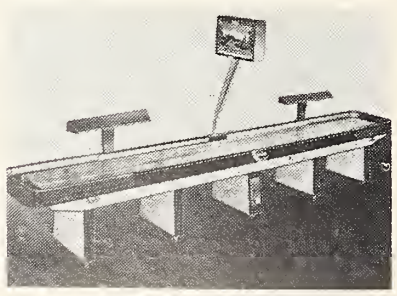
Keeney LUCKY JOKER

Metal Typer



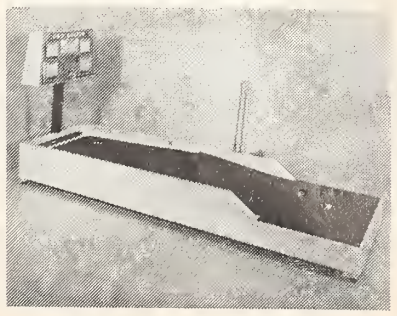
Standard-Harvard
Metal Typer

Shuffleboard



American IMPERIAL

Golf Machine

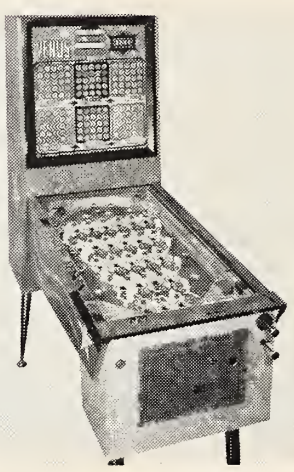


Forward Industries
PRO-GOLFER

In-Lines

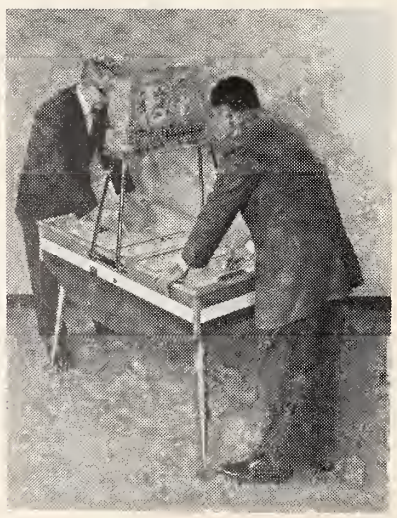
Bally TWIST

Bally SILVER SAILS



Keeney VENUS

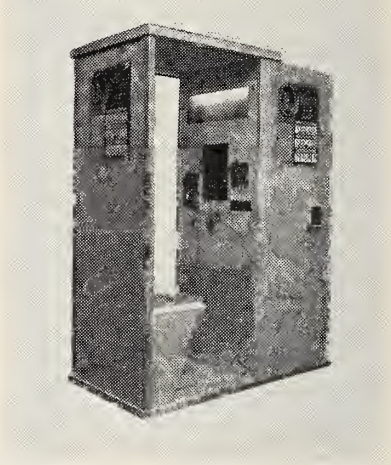
Hockey



Bally TABLE HOCKEY

Photo Machines

Auto-Photo Studio
MODEL 14



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Mutoscope
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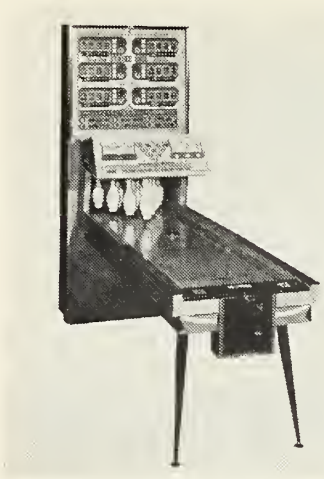
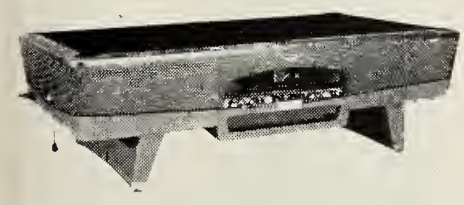
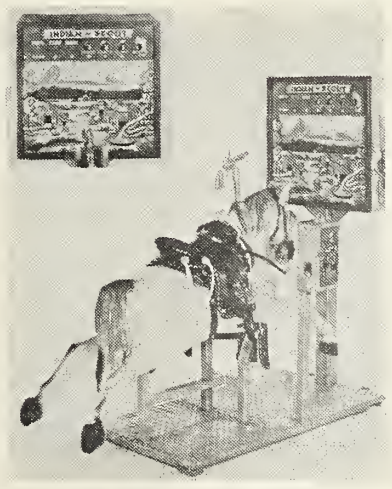


ChiCoin STRIKE BALL Shuffle Alley

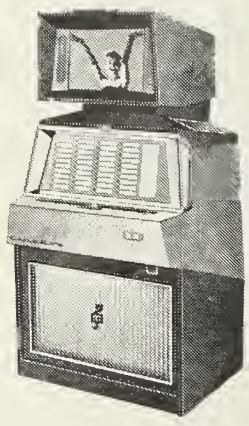
Wms. SKILL POOL Pingame



Eldorado POOL TABLES



All-Tech KIDDIE RIDES



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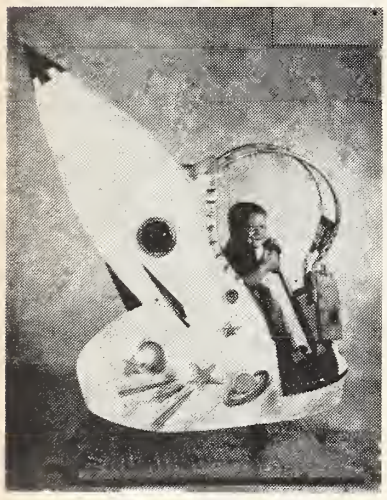
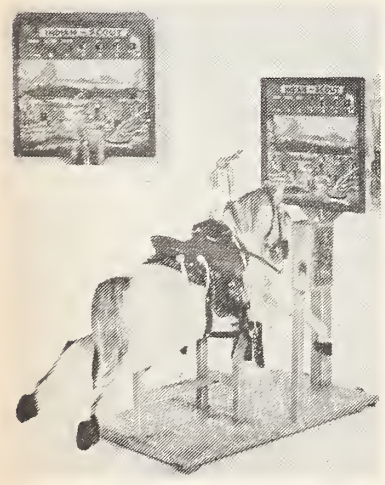
Kiddie Rides

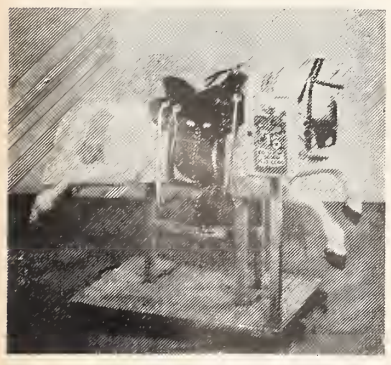
All-Tech Musical Ferris Wheel



All-Tech SATELLITE EXPLORER

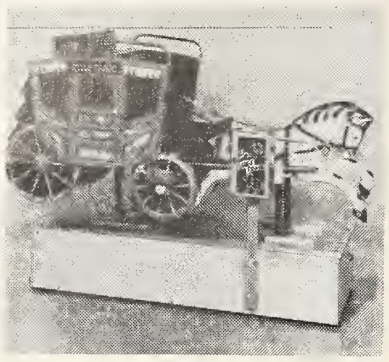


All-Tech INDIAN SCOUT

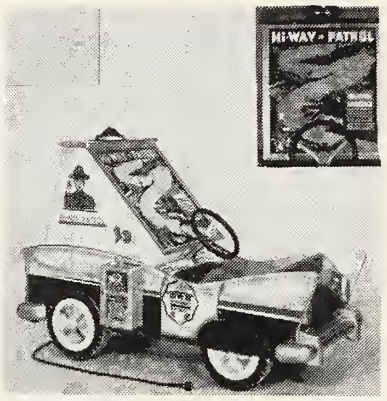


All-Tech COW PONY

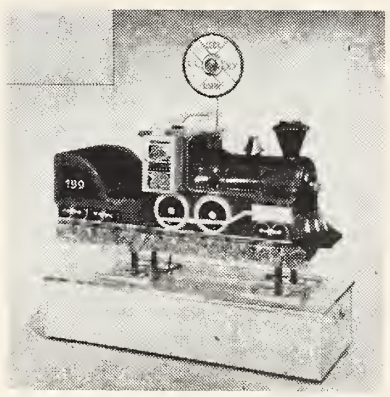
Kiddie Rides



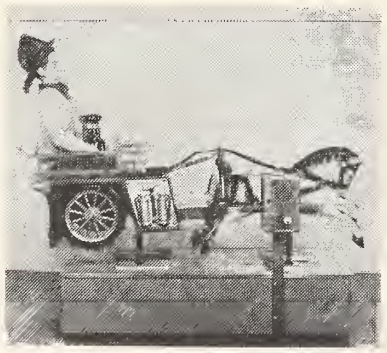
All-Tech STAGE COACH



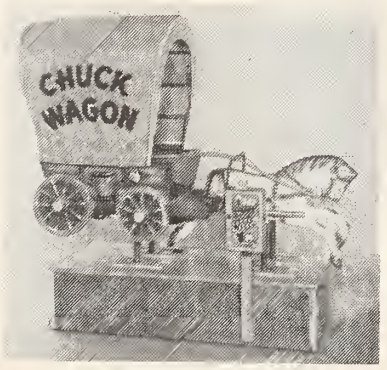
All-Tech HI-WAY PATROL



All-Tech SANTA FE EXPRESS

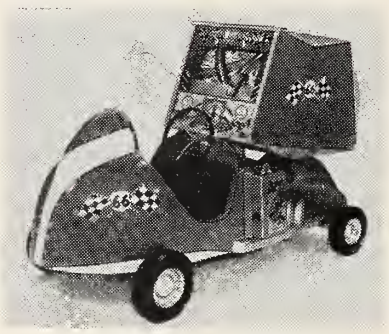


All-Tech FIRE ENGINE

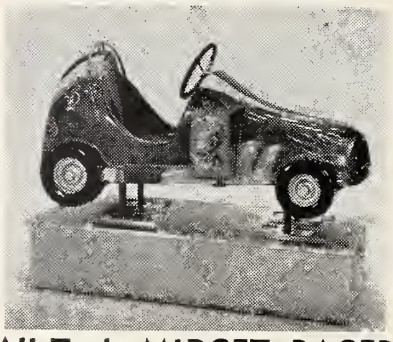


All-Tech CHUCK WAGON

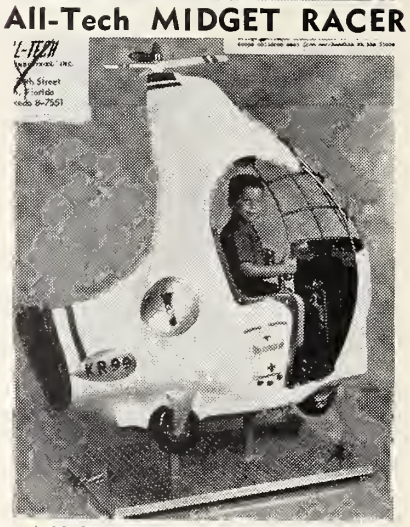
Kiddie Rides



All-Tech CROSS COUNTRY RACER

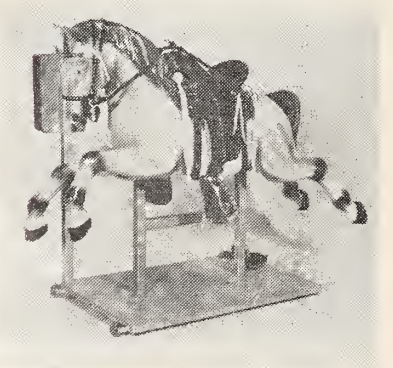


All-Tech MIDGET RACER



All-Tech TWIRLYBIRD

Bally CHAMPION
also BUCKY BRONCO
(Not illustrated)

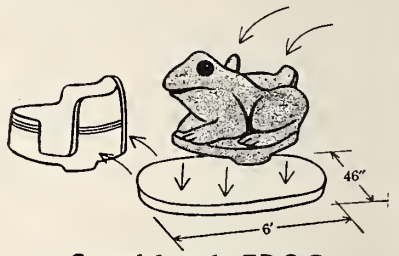


Jack Dolan HORSE RIDE

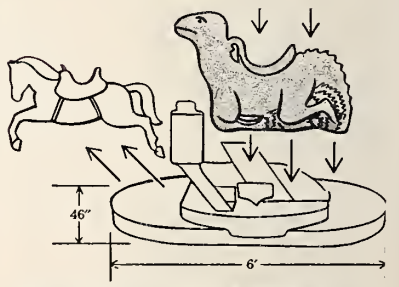
Kiddie Rides

Southland Engineering WESTERN TRAILS

Southland SPACE SHIP



Southland FROG
(Transfer of Removable Body)



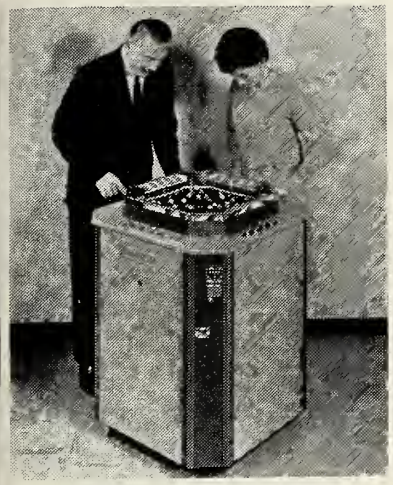
Southland DINOSAUR
(Transfer of Removable Body)

Bally FUN-PHONE

AMUSEMENT MACHINES

PRODUCED JULY 1962-JUNE 1963 U.S. FACTORIES

Novelty



Bally SPINNER

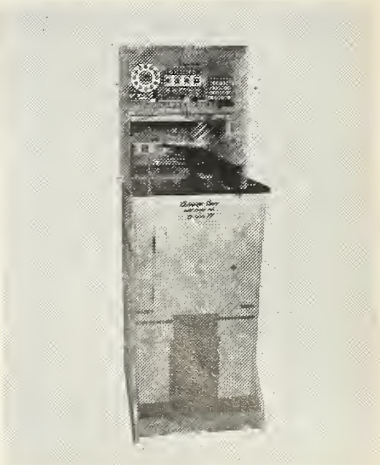
Novelty

Midway TARGET GALLERY

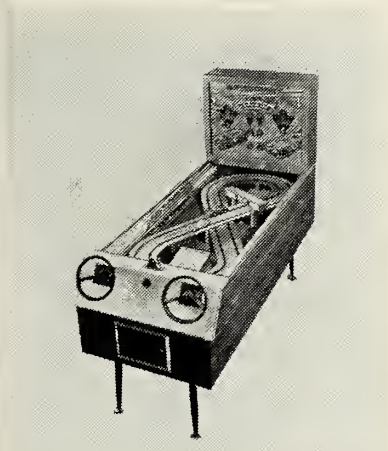
Baseball

ChiCoin BIG HIT

Guns



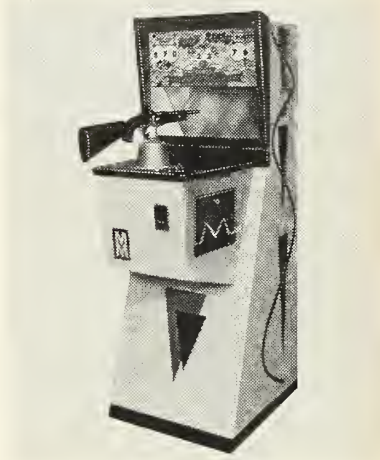
ChiCoin RIOT GUN



Southland SPEEDWAY

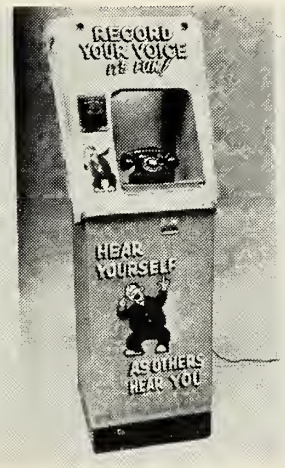
Midway CARNIVAL
TARGET GALLERY

ChiCoin ALL STAR



Midway RIFLE RANGE

Movies



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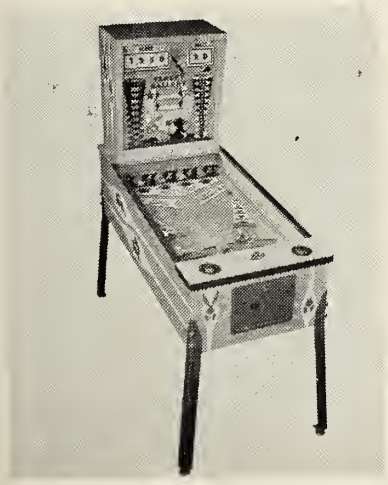
Urban KIDDIE KOLOR
KARTOONS
also PANARAM
(not Illustrated)

Midway SLUGGER

Williams MAJOR LEAGUE

Voice Machine

Auto Photo
VOICE RECORDER



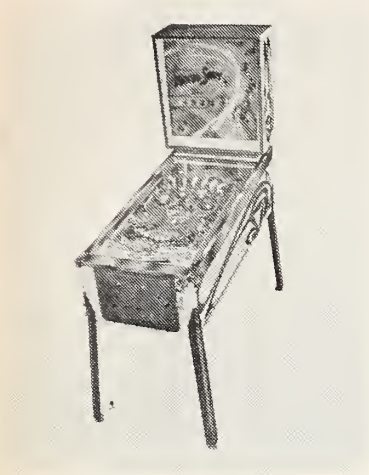
Midway TARGET GALLERY

Juke Box Illustrations
Appear On Pages
4 thru 10

●

Pinball Machines
and Pool Tables
Appear On Pages
18 thru 45

Pingames



Bally MOON SHOT

Pingames

Gottlieb GAUCHO

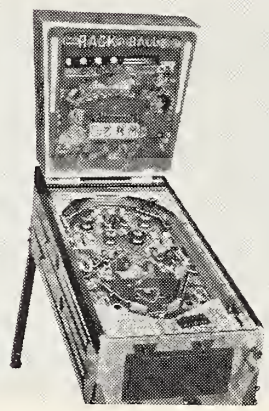
Pingames

Gottlieb SUNSET

Pingames

Gottlieb PREVIEW

Bally CROSS COUNTRY



Gottlieb RACK-A-BALL

Gottlieb SWING ALONG

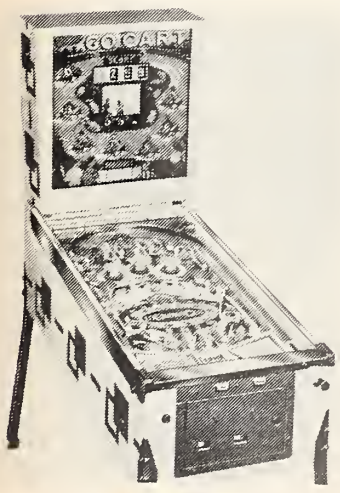
Gottlieb SLICK CHICK

ChiCoin SUN VALLEY

Gottlieb COWBOY

Gottlieb OLYMPICS

Williams MARDI GRAS



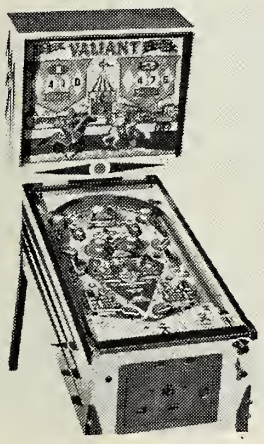
Keeney GO-CART

Gottlieb SQUARE HEAD

Gottlieb COVER GIRL

Williams TOM-TOM

Pingames



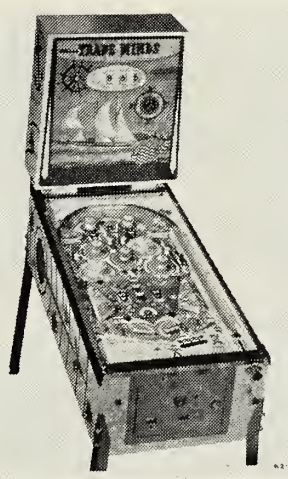
Williams VALIANT

Williams VAGABOND

Williams SKILL POOL

Pingames

Williams KING PIN



Williams TRADE WINDS

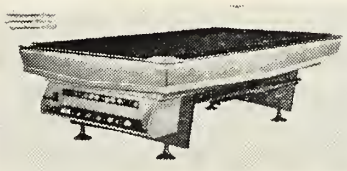
Williams SWING TIME

Williams JUMPIN' JACKS

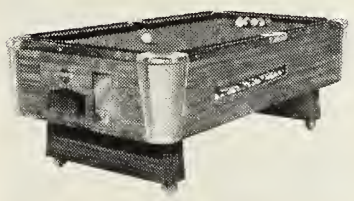
Pingames

Williams BIG DEAL

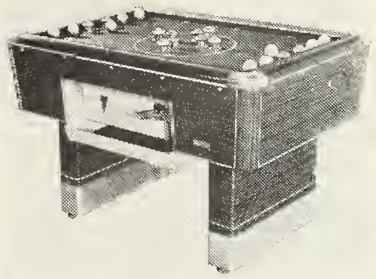
Pool Tables



All-Tech 4½ x 9



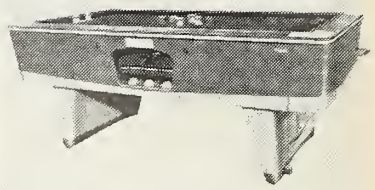
American ELECTRA
4½ x 9



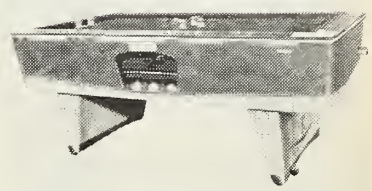
Fischer CROWN FIESTA
Regulation Bumper

Fischer CROWN SERIES
100" — 90" — 85"
ROYAL SERIES
90" — 76"

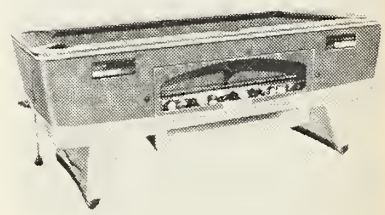
Pool Tables



Kaye DEL. KLUB POOL
56" x 40"



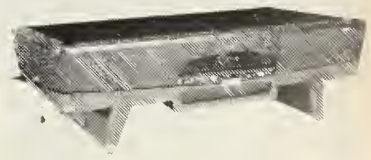
Kaye DEL. JUMBO KLUB
75" x 43"



Kaye DEL. SATELLITES
77" x 45"

Kaye DEL. ELDORADO MARK I
77" x 45"

Kaye DEL. ELDORADO MARK II
85" x 47"



Kaye DEL. ELDORADO MARK III
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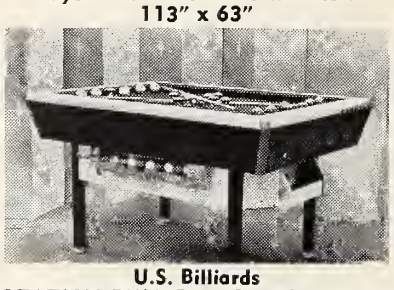
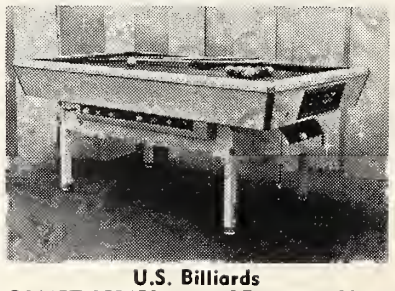
POOL TABLES
(Cant'd. from preceding page)

Kaye DEL. ELDORADO MARK IV
105″ x 57″

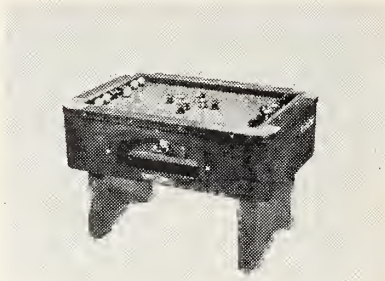
Kaye DEL. ELDORADO MARK V
113″ x 63″



U.S. Billiards
ROTATION BUMPER: 56 x 40—75 x 43

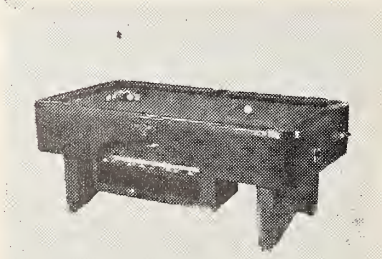


U.S. Billiards
COMET SERIES: 67 x 35—77 x 40—82 x 42—91 x 47



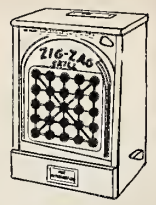
Valley REGULATION BUMPER

Valley SPECIAL—MODEL 45A
75 x 42 x 31



Valley DELUXE SERIES
75 x 42 x 31—84 x 47 x 31—90 x 50 x 31

ZIG-ZAG
Counter Game



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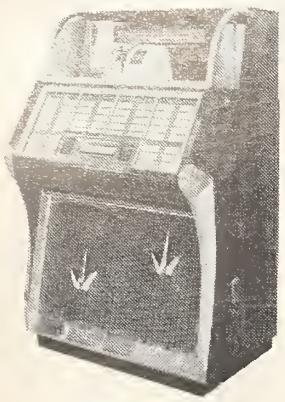
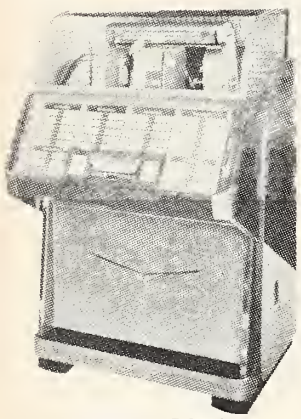


MODEL 100B



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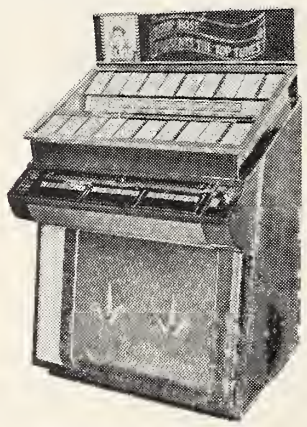

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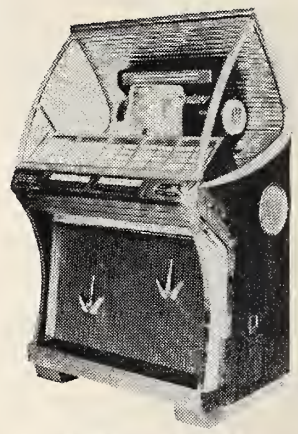
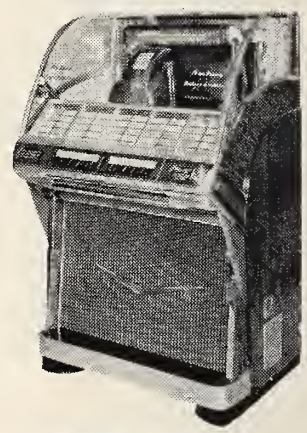


MODEL 100 R&J



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(continued)

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(continued from page 23)

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WESTERN DISTRIBUTORS, INC.
1226 S.W. 16th Ave.
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1257-61 Queen St., West
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SELECT MUSIC CO.
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CALGARY, ALBERTA, CANADA

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768 Notre Dame Ave.
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BUSH INTERNATIONAL INC.
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DENVER, COLO.

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RUNYON SALES CO.
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881 Main St.
BUFFALO 3, N.Y.

SOUTHERN AMUSEMENT DIST. CO.
628 Madison Ave.
MEMPHIS 3, TENNESSEE
(Continued on page 24)

PHONOGRAPH MANUFACTURERS AND DISTRIBUTORS

(continued)

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DAVIS DISTRIBUTING CORP.
1231 Main St.
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DAVIS DISTRIBUTING CORP.
1056 Broadway
ALBANY, N.Y.

DAVIS DISTRIBUTING CORP.
317-319 Alexander St.
ROCHESTER, N.Y.

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(continued page 26)

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(continued from page 25)

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CHARLOTTE 8, N.C.

R. F. STENSTROM, INC.
210 Mokauea St.
HONOLULU, HAWAII

STRUVE DIST. CO., INC.
963 Folsom Ave.
SALT LAKE CITY, UTAH

STRUVE DIST. CO.
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OKLAHOMA CITY, OKLA.

TEN-TUCKY SERVICE INC.
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WORLD WIDE DIST. INC.
2732 W. Fullerton
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Export:

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GUS WINTERS LTD.
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BILOTTA ENTERPRISES, INC.
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CENTRAL DISTRIBUTING CO., INC.
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609 Woodis Ave.
NORFOLK, VIRGINIA

DRACO SALES CO.
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F. A. B. DISTRIBUTING CO., INC.
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FIRST MUSIC CO. INC.
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ROTH NOVELTY CO.
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WILKES-BARRE, PA.

(continued page 27)

PHONOGRAPH MANUFACTURERS AND DISTRIBUTORS

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(continued page 20)

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1112 No. High St.
COLUMBUS, OHIO

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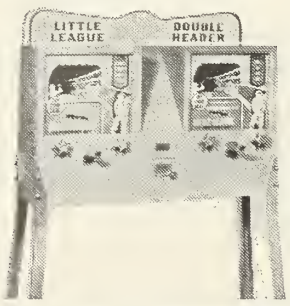

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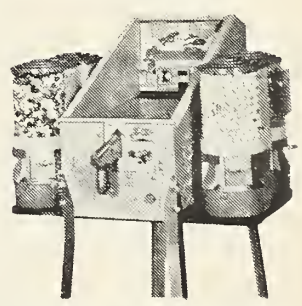

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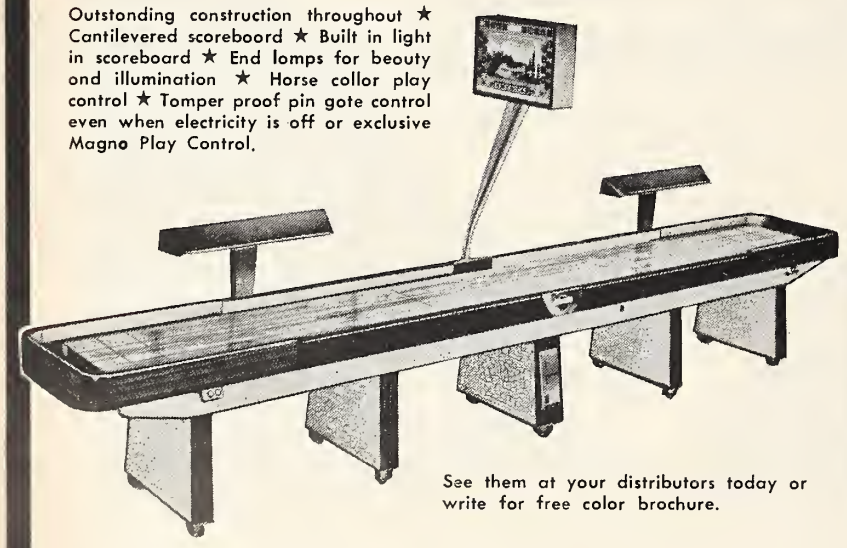

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MACON, GA.

PEACH STATE MUSIC CO.
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PURVEYOR SHUFFLEBOARD CO.
4322 North Western Ave.
CHICAGO 18, ILL.

ROANOKE VENDING EXCHANGE INC.
4930 W. Broad St.
RICHMOND 26, VA.

ROANOKE VENDING EXCHANGE INC.
625 Ohio Ave.
Charleston, W. Va.

ROCK CITY DIST. CO.
108 Lafayette St.
NASHVILLE, TENN.

S & M SALES CO. INC.
1074 Union Ave.
MEMPHIS, TENN.

SHELDON SALES DIST. CORP.
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BUFFALO, N.Y.

SOUTHERN MUSIC CO.
503 W. Central Ave.
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SOUTHERN MUSIC CO.
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Tampa, Fla.

SOUTHERN MUSIC CO.
2465 Harper St.
JACKSONVILLE, FLA.

SOUTHERN AMUSEMENT CO.
628 Madison Ave.
MEMPHIS, TENN.

DAN STEWART CO.
140 E. 2nd South
SALT LAKE CITY, UTAH

STATE MUSIC CO.
3100 Main St.
DALLAS, TEX.

SUTHERLAND DIST. CO.
2710 McGee Trfwy
KANSAS CITY, MO.

SUTHERLAND DIST. CO.
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OKLAHOMA CITY, OKLA.

TRI-STATE AMUSEMENT CO.
Bedford St.
MANCHESTER, N.H.

WALLACE DIST. CO.
205 N.E. 1st Ave.
MINERAL WELLS, TEX.

WALLACE DIST. CO.
607 Broadway
LUBBOCK, TEX.

WILCOX MUSIC CO.
211 S. Walnut St.
PINE BLUFF, ARK.

AMERICANA

AMERICANA BILLIARD CORP.
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AUTO-PHOTO

AUTO-PHOTO CO.
3300 Central Ave.
LOS ANGELES, CALIF.
Write for Distributor Information

(continued page 29)

Manufacturers and Distributors

Amusement Machines (Cont'd.)

(continued from page 28)

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BALLY MANUFACTURING CO.
2640 Bemont Ave.
CHICAGO, ILL.
(Write Direct For Distributor Information)

CAPITOL

CAPITOL PROJECTORS CORP.
524 W. 43 St.
NEW YORK, N.Y.

CHICOIN

CHICAGO DYNAMIC INDUSTRIES, INC.
1725 Diversey Blvd.
CHICAGO, ILL.
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DALE

DALE ENGINEERING CORP.
6744 Orizaba Ave.
LONG BEACH, CALIF.

DOLAN

JACK DOLAN CO.
7001 Canoga Ave.
CANOGA PARK, CALIFORNA

EASTERN

EASTERN NOVELTY DIST.
3726 Tonnele Ave.
NORTH BERGEN, N.J.

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EXHIBIT SUPPLY CO.
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CHICAGO, ILL.
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FISCHER

FISCHER SALES & MFG. CO.
223 Ridge Rd.
McHENRY, ILL.
(Write For Distributor Information)

FORWARD

FORWARD INDUSTRIES
6909 Biscayne Blvd.
MIAMI, FLA.

ADVANCE AUTOMATIC SALES INC.
1350 Howard St.
SAN FRANCISCO, CALIF.

GEORGE BASHA
MONTREAL, QUE. CANADA

WM. CECCHETTI
1012 Adams Ave.
JEANETTE, PA.

CLEVELAND COIN MACH. EXCH. INC.
2025 Prospect Ave.
CLEVELAND, OHIO

CULP DIST. CO.
614 W. Grand
OKLAHOMA CITY, OKLA.

GARRISON SALES CO. INC.
1000 W. Washington
PHOENIX, ARIZ.

GLOBE COIN MACHINE
2614 Pike Ave.
NO. LITTLE ROCK, ARK.

HAZELWOOD MUSIC CO.
AITKIN, MINN.

MARTIN & SNYDER
13200 W. Warren
DEARBORN, MICH.

AUTOMATIC VENDING MACH. CO.
712 California Ave.
Wahiwa, Oahu, Hawaii

BILOTTA ENTERPRISES, INC.
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NEWARK, N.Y.

CENTRAL DIST. CO.
1209 Douglas
OMAHA, NEBR.

COIN AUTOMATIC DIST. CO.
241 W. Main St.
JOHNSON CITY, TENN.

EMPIRE COIN MACH. EXCH. INC.
1012 N. Milwaukee
CHICAGO, ILL.

GENERAL VENDING SALES CORP.
Howard & Biddle
Baltimore, Md.

HASTINGS DIST. CO.
6100 W. Bluemound Rd.
MILWAUKEE, WISC.

HEILICHER BROS.
119 N. 9th St.
MINNEAPOLIS, MINN.

MICHAELS DIST. CO.
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SEATTLE, WASH.

PIONEER SALES & SERVICE INC.
3110 Fond Du Lac Ave.
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ROANOKE VENDING EXCH. INC.
4930 W. Broad
RICHMOND, VA.

DAVID ROSEN INC.
855 No. Broad St.
PHILA., PA.

RUNYON SALES CO. INC.
Rt. 22 Fadam Rd.
SPRINGFIELD, N.J.

SOUTHERN AUTOMATIC CO.
628 Madison Ave.
MEMPHIS, TENN.

SOUTHERN MUSIC DIST. CO.
503 Central Ave.
ORLANDO, FLA.

UNITED DIST. CO. INC.
902 W. 2nd St.
WICHITA, KANSAS

BILL WILLIAMS DIST. CO.
91 Dennis St.
HOUSTON, TEXAS

MODERN DIST. CO.
3222 Tejon St.
DENVER, COLO.

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821 So. Salina
SYRACUSE, N.Y.

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S & S DIST. CO.
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STRUVE DIST. CO.
963 Folsam Ave.
SALT LAKE CITY, UTAH

WALLACE & WALLACE MUSIC CO.
401 Jones Ave.
OAK HILL, W. VA.

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1940 W. Lake St.
CHICAGO, ILL.
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CHICAGO, ILL.

(Distributors)

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ADVANCE AUTOMATIC SALES CO.
1350 Howard St.
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ALL COIN AMUSEMENTS CO.
2495 N.W. 77th Terrace
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(continued page 30)

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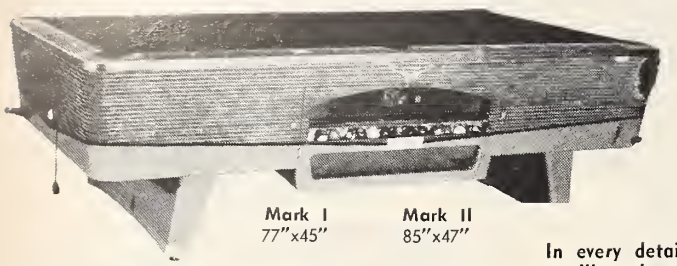

Mark I 77"x45" | Mark II 85"x47" | Mark III 92"x52" | Mark IV 105"x57" | Mark V 113"x63"

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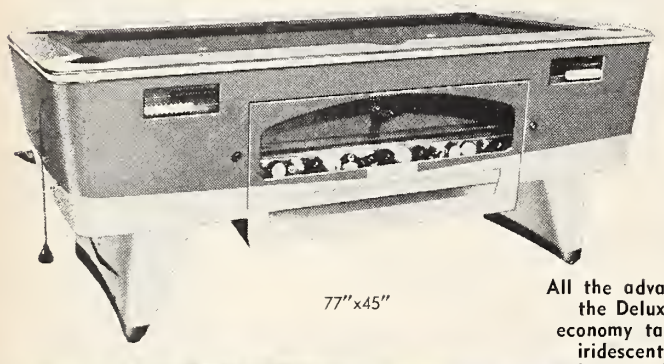
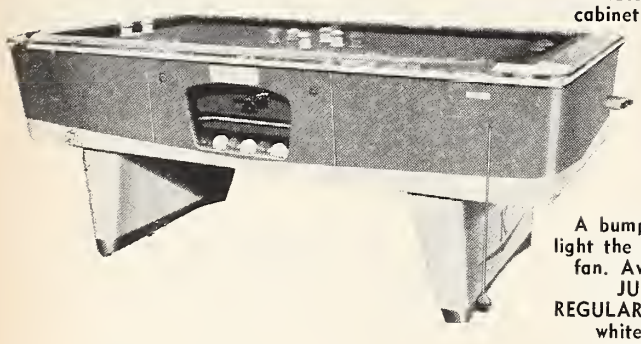
In every detail a table which will produce more profits for you, less service. Available in platinum walnut, mahogany and teak.



77"x45"

THE DELUXE SATELLITE

All the advanced features of the Deluxe Eldorado in an economy table. Available in iridescent blue and white cabinet with white legs and blue trim.



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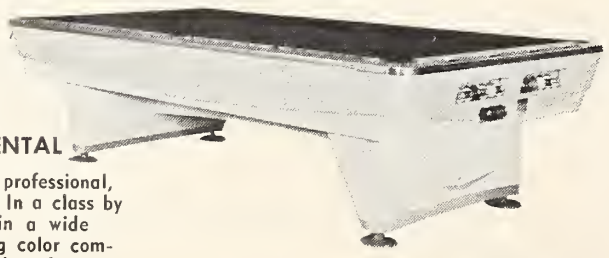
A bumper pool table to delight the eye and skill of every fan. Available in two sizes: JUMBO 75" x 43" and REGULAR 56" x 40". Tapered white legs with blue trim complement the blue and white cabinet.

REGULATION TABLES



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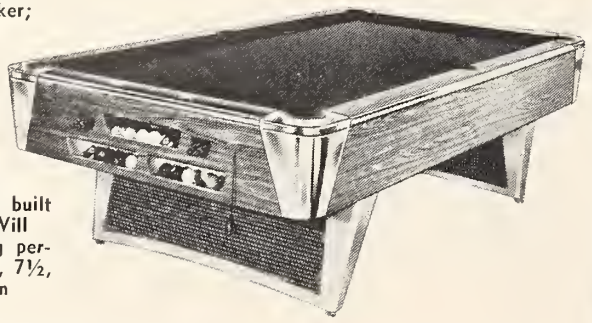

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A professional-type table built to exacting standards. Will give years of outstanding performance. Available in 7, 7½, 8 and 9 foot sizes and in three popular colors.

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1508 Fifth Ave.
PITTSBURGH, PA.

BILOTTA DIST. CO.
224 N. Main St.
NEWARK, N.Y.

BIRMINGHAM VENDING CO.
540 Second Ave.
BIRMINGHAM, ALA.

CLEVELAND COIN MACHINE EXCH.
2029 Prospect Ave.
CLEVELAND, O.

CULP DIST. CO.
614 W. Grand Ave.
OKLAHOMA CITY, OKLA.

FRANCO DIST. CO.
24 No. Perry St.
MONTGOMERY, ALA.

GARRISON SALES CO.
1000 W. Washington
PHOENIX, ARIZ.

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H. Z. VENDING & SALES CO.
1205 Douglas St.
OMAHA, NEB.

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240 Shotwell St.
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R. F. JONES CO.
1314 Pearl St.
DENVER, COLO.

R. F. JONES. CO.
1269 So. Figueroa St.
LOS ANGELES, CALIF.

R. F. JONES CO.
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3130 W. Lisbon
MILWAUKEE, WIS.

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MILLER-NEWMARK DIST. CO.
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MORRIS NOVELTY CO.
3007 Olive St.
ST. LOUIS, MO.

NATIONAL COIN MACHINE EXCH.
1411 W. Diversey Pkwy.
CHICAGO, ILL.

NEW ORLEANS NOVELTY CO.
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NEW ORLEANS, LA.

ROYAL DIST. CO.
1210 Glendale-Milford Rd.
CINCINNATI, OHIO

SANDERS DIST. CO.
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NASHVILLE, TENN.

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843-849 Tenth Ave.
NEW YORK, N.Y.

SEABOARD NEW YORK CORP.
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EAST HARTFORD, CONN.

SOUTHERN AMUSEMENT CO.
628 Madison Ave.
MEMPHIS, TENN.

STATE MUSIC DISTRIBUTORS
3100 Main St.
DALLAS, TEX.

S. L. STIEBEL GAMES CO., INC.
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LOUISVILLE, KENTUCKY

TRIMOUNT COIN MACHINE CO.
40 Waltham St.
BOSTON, MASS.

W. B. MUSIC CO.
2900 Main St.
KANSAS CITY, MO.

Export

JUDD DISTRIBUTING CO.
1140-50 N. Kostner Ave.
CHICAGO, ILL.
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Canada

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151 Rockland Ave.
Town of Mont Royal
MONTREAL 3, QUEBEC, CANADA

MONARCH C. M. CO.
211 Rupert Ave.
WINNIPEG, MAN., CANADA

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PAUL HAWKINS CO.
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CHICAGO, ILL.
Export Representative:
MAR-MATIC SALES CO.
1009 E. Baltimore St.
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KEENEY

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CHICAGO, ILL.
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MARVEL

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MIDWAY

MIDWAY MFG. CO.
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51 Madison Ave.
NEW YORK CITY, N.Y.

NYACK

NYACK SLATE CO.
Railroad Ave.
NYACK, N.Y.
(continued page 31)

Manufacturers and Distributors

Amusement Machines (Cont'd.)

SOUTHLAND

SOUTHLAND ENGINEERING INC.
1657 Euclid St.
SANTA MONICA, CALIF.

AMCO MUSIC & VENDING
LOS ANGELES, CALIFORNIA

AMCO MUSIC & VENDING
PHOENIX, ARIZONA

ADVANCE AUTOMATIC
SAN FRANCISCO, CALIFORNIA

AGENCIAS SIDNEY WISE ARIAS
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BIRMINGHAM VENDING
BIRMINGHAM, ALABAMA

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DUNIS DISTRIBUTING
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MACON, GEORGIA

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ROYAL DISTRIBUTING
CINCINNATI, OHIO

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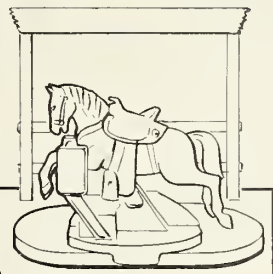

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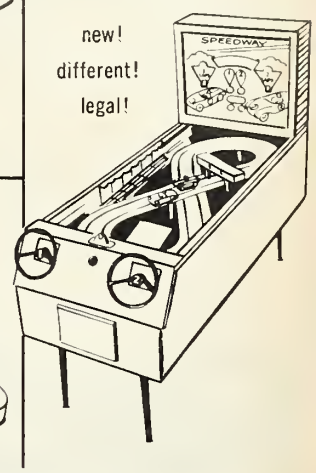

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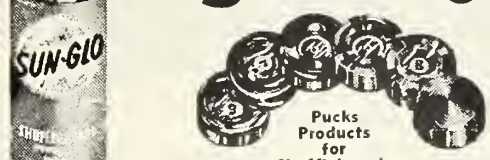
FANTASTIC TRAVELING FROG

SOUTHLAND ENGINEERING, INC.
1657 Euclid Street, Santa Monica, California

AMERICA'S LEADING MANUFACTURER

SUN-GLO



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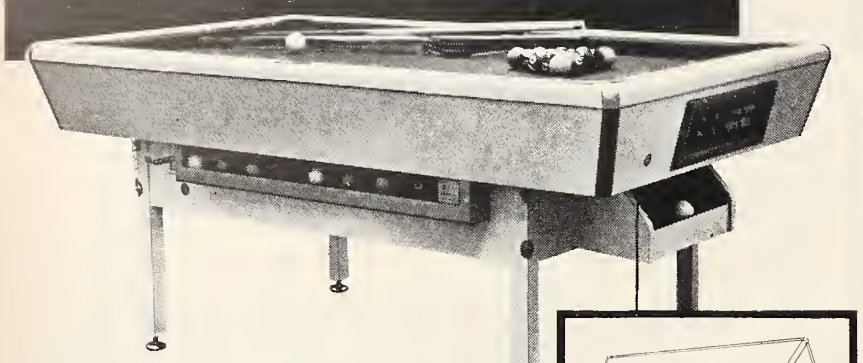
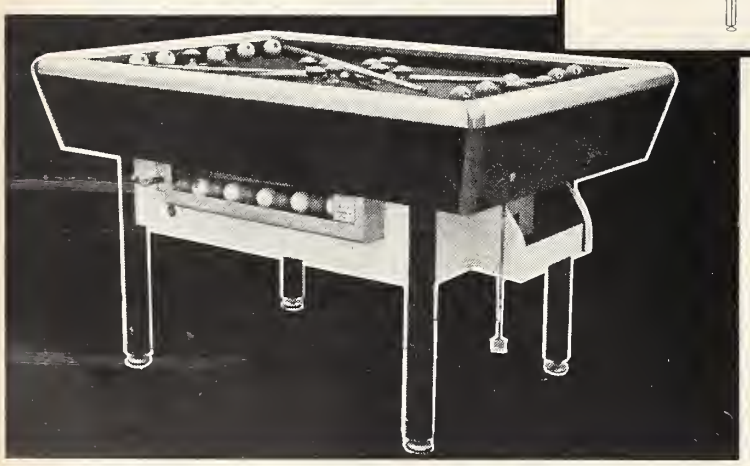


COMET SIX POCKET POOL

Model No.	Slate Size	Overall Dim.
6700	67x35	77x45
7700	77x40	85x47
8200	82x42	92x52
9100	91x47	105x57



DELUXE ROTATION BUMPER POOL

with permanently anchored aluminum bumpers

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NORTHWEST SALES CO.
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SOUTHERN AUTO. MUSIC CO.
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U. S. BILLIARDS INC.
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Amusement Machine Distributor Listings Begin On Page 28 Of This Section

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Photome Ltd.
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Schnell Photoautomaten G.m.b.H.
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Hamburg 39, Germany

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Eric de Stoutz
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Geneva, Switzerland

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Aktiebolaget Freius Danneman
Grenstigen 9
Lidingo 5, Sweden

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All Coin
Amusement Company
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Miami, Florida

QUEBEC, CANADA
Laniel Amusements, Inc.
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Town of Mont Royal
Montreal, Quebec, Canada

WINNIPEG, MANITOBA, CANADA
Monarch Coin Machine Co.
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Hatton Garden
London E. C. 1, Eng.

GENERAL SALES CO. LTD.
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Cable: "AMREFEX"

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New York 19, New York
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Automatic Equip. Dist. Corp.
c/o Agencia Bella CAA, (Arecibo Office)
Ave. Duarte #49
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Oranjestad, Aruba
Netherland Antilles

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Brabo Corporation
Carel Reinierskade 53
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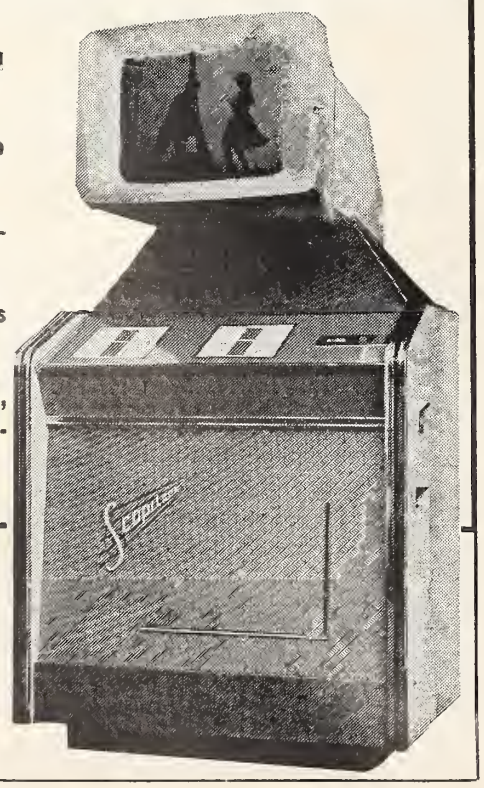

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Rock-Ola

(Continued from page 33)

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Laniel Amusement Inc.
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Town of Mount Royal
Montreal 16, Quebec, Canada

Malta Amusement Machines Coy
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Valletta, Malta

J. Milhem & Sons
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Freetown, Sierre Leone
Cable: "Milhem" Freetown

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Vienna II, Austria
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Chicago 6, Illinois

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Karachi, Pakistan
Cable: Parahouse

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Paramaribo, Suriname Z.A.M.
(Neth. Guiana)
Cable: Vanromondt

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P. O. Box 7305
Miami 55, Florida
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(7001 S. W. 62nd St.) Miami

(Casa Rex Ltd. (Colombia)
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Guatemala City 1, Guatemala-

(Miguel G. Hernandez (Nicaragua)
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Kowloon, Honk Kong
Cable: "Jukeboxes Hongkong"
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(Continued on page 35)

U. S. MANUFACTURERS and WORLD WIDE REPRESENTATIVES

Rock-Ola

Cont'd from page 34

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#10 Queen's Road Central
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Cable: "PELIMITED"
S. Stevenson (For Taiwan)

Roof Garden Offices
Hotel Filipinas
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Cable: Servgame
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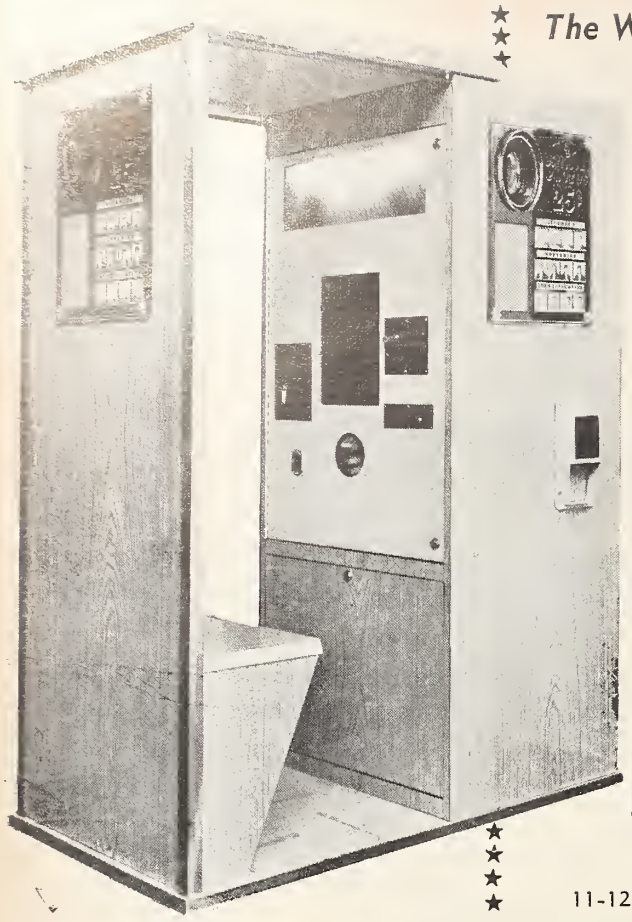

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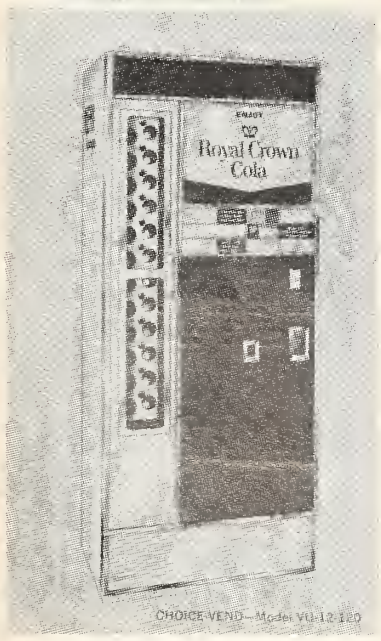

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Cable: DISTELEC

GUATEMALA
Distribuidora Electro Musical, S. A.
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Zona 1
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Cable: DEMSA

(Continued on page 37)

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(Continued from page 36)

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Cable: JELA

VENEZUELA
Distribuidora Jasalco, C. A.
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Caracas, Venezuela
Cable: JASALCO

Casa Lujan, S. A.
Maderero a Bucare #148
Caracas, Venezuela
Cable: LUJANER

Comercial Caribe, S. A.
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Distribuidora Cestari
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Apartado No. 4250
Puerto La Cruz, Venezuela
Cable: CESTARI

Emarven, C. A.
Apartado del Este 5635
Caracas, Venezuela
Cable: EMARE

Mercantil Lara, S. A.
Apartado Postal 291
Carrera 21 #25—81
Barquisimeto, Venezuela
Cable: MERCALA

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Apartado No. 75
Valera, Edo. Trujillo
Venezuela
Cable: UMPACA

(L) Indicates that firm is a Rowe-AC licensee

(Continued on page 38)

BELAM

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GOTTLIEB PINBALL MACHINES

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NATIONAL MUSIC CO. (Belgium) *Wurlitzer, Gottlieb, Photomatic* Exclusive Distributors
L'AUTOMATIQUE DU LITTORAL (Belgium) *Choice Vend (Seeburg) Used Equipment*
EUROMATIC (Belgium) *Used Equipment*
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1122 East 14th St., Los Angeles, California

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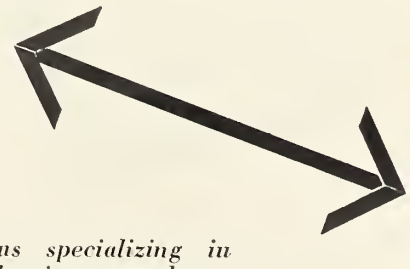

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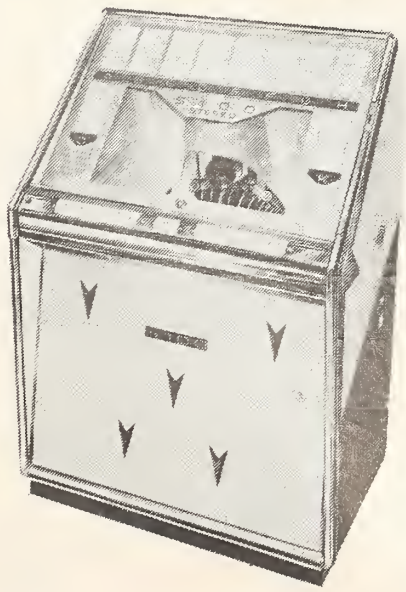

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London, W.1, England

Seevend Automaten Vertriebs, G.m.b.h.
Fuhlsbuttler Strasse 108 (Drosselhof)
Hamburg 33, Germany

Seerome S.P.A.
Via Gadames 44-46
Rome, Italy

Seerome S.P.A.
Viale Lombardia 72
Milan, Italy

EUROPEAN DISTRIBUTORS

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Helsinki 1, Finland

Socodimex, S.A.
1, Quai de Grenelle
Paris 15, France

Abadan Handels A.B.
Kallangvagen 6
Lidingo 1, Sweden
Coin-Operated Phonographs

Pan-Nordic Automation
Post Office Box 18
Saro Sweden
Vending and Background Music

Musikvertrieb A.G.
Badenerstrasse 555
Zurich, Switzerland

OTHER SEEBURG FOREIGN DISTRIBUTORS

Seeburg Pty., Ltd. (Background Music)
136 Nelson Street
Annedale, Australia, N.S.W.

Seeburg Automatic Products Pty., Ltd.
Lido House
400 Kent Street
Sydney, Australia

Manufacturera de Sinfonolas, S.A.
Avenida Jardin 330
Mexico 15, D.F., Mexico

T. K. Shoji Inc.
P.O. Box 128
Koza, Okinawa

Sinfonolas de Panama, S.A.
Apartado 7344
Panama, R. de Panama

Philippine Amusement Enterprises
P.O. Box 2952
Manila, Philippines

Distribuidoras Unidas C.A.
Avenida Mexico No. 229
Los Caobos
Caracas, Venezuela

Impodiscos
Apartado 1645
San Jose, Costa Rica

Manuel Corripio
P.O. Box 789
Santo Domingo, Dominican Republic

Taite Trading Co,. Ltd.
Central P.O. Box 1164
Tokyo, Japan

Belamex Vending Intl.
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New York, N. Y.
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Cactus Corp.
Sennariya Bldg., 1-3 Ginza
Chuo-Ku, Tokyo, Japan

MILITARY

Leonard Haimes Co., Inc. (Military)
35 Mercer Street
New York 13, New York

FRANCE

Sodemal-Bolinga France
31 Rue Pouchet
Paris 5, France

SWITZERLAND

Bolinga A.G.
10 Rue De La Scie
Geneva, Switzerland

ENGLAND

Pathe Equipment Ltd.
177 Wardour St.
London, England

SOUTH AMERICA

O. O. Mallegg Co. (South America)
Daily News Building
400 West Madison Street
Chicago 6, Illinois

WILLIAMS

WILLIAMS ELECTRONIC MANUFACTURING CORPORATION
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Chicago 24, Illinois

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Ainsworth Consolidated Industries (Pty) Ltd.
Morley Avenue
Rosebery, N.S.W., Australia
Cable: AINDENT

BAHAMAS

Community Furniture Store
P. O. Box 483
Bay Street
Nassau, N.P., Bahamas
Cable: SILK

BRITISH EAST AFRICA

Subzali Garage
P. O. Box 3061
Arusha, Tanganyika, British East Africa
Cable: SUBZALI

BRITISH GUIANA

The Auto Supplies Co.
30, Hadfield and Lombard Streets
Georgetown, British Guiana
Cable: JEWELGEM

BRITISH HONDURAS

Santiago Castillo, Limited
P. O. Box 69
Belize, British Honduras
Cable: SANCAS

(Continued on page 39)

U. S. MANUFACTURERS and WORLD WIDE REPRESENTATIVES

Wurlitzer

(Continued from page 38)

CANADA
Siegel Distributing Co., Ltd.
26 Dufflaw Road
Toronto 19, Ontario, Canada

Branches:
753 Chatham Street
Montreal, Que., Canada

Dale Distributing (B.C.) Ltd.
1110 Homer Street
Vancouver 3, B.C., Canada

162 Princess Street
Winnipeg, Manitoba, Canada

CHILE
Pizarro, Forttes & Cia., Ltda.
Casilla No. 250
Viña del Mar, Chile
Cable: PIFOR

COLOMBIA
Importaciones Cabo Ltda.
34-41 Carrera 13
Bogota, Colombia
Cable: CABO

Branch:
Apartado Aereo 4488
Cali, Colombia

COSTA RICA
Almacen Oscar Stupp
Apartado 1645
San Jose, Costa Rica

DOMINICAN REPUBLIC
Caribbean Motors Co., C. Por A.
Apartado #52
Santo Domingo, Dominican Republic
Cable: CARIBBEAN

ECUADOR
A.M.I.C.A.
Apartado 1052
Calle Benalcazar No. 511
Quito, Ecuador
Cable: AMICA

EL SALVADOR
Casa Edison
9a. Av. Sur y Calle Ruben Dario
San Salvador, El Salvador
Cable: EDISON

GUAM
Manila Trading & Supply, Guam Inc.
P. D. Box 275
Agana, Guam
Cable: MANTRASCO

GUATEMALA
M.A.M. Nacional
P. O. Box 196
6a. Ave. y 24 Calle, Zona 4
Guatemala, Guatemala
Cable: MENA

HAWAII
Hawaiian Amusement, Ltd.
2248 South King Street
Honolulu 14, Hawaii

HONDURAS
Casa Carlos A. Zuniga
Tegucigalpa, D.C., Honduras
Cable: ZUNCO

HONG KONG
Cosdel (H.K.) Limited
Man Yee Bldg. Des Voeux Road
P. O. Box 2567
Hong Kong

JAMAICA
Juke Box Ltd.
144 King Street
Kingston, Jamaica
Cable: MARINE

JAPAN
Toyo Onkyo Co. Ltd.
3, Aoba-cho, Shibuya-ku
Tokyo, Japan

MEXICO
Industrias Riojas, S.A.
Rosas Moreno 97
Mexico 4, D.F., Mexico
Cable: RIOJAS

NETHERLANDS WEST INDIES
Curacao Trading Co., S.A.
P. O. Box 308
Curacao, N.W.I.
Cable: INDUSTRIE

Headquarters:
120 Wall Street
New York 5, New York

J. A. Nieuw
P. O. Box 84
Oranjestad, Aruba, N.W.I.
Cable: NIEUW

OKINAWA
Williams International, Inc.
Central P. O. Box 164
Naha, Okinawa
Cable: WILLINC

PANAMA
Guardia & Cia., S. A.
Apartado Postal 481
Panama City, Panama
Cable: LAGUARDIA

PERU
Importaciones Peru Ltda.
Jiron Abtao 750, La Victoria
Apartado 4124
Lima, Peru
Cable: IMPESA

PUERTO RICO
Borinquen Music Corporation
Calle Comercio 400
P. O. Box 3089
San Juan, Puerto Rico
Cable: CRISCO

SURINAME
Curacao Trading Co. (Suriname), Inc.
P. O. Box 1819
Paramaribo, Suriname
Cable: CURTRADING

Headquarters:
120 Wall Street
New York 5, New York

TRINIDAD
Trinidad Phonograph Company, Ltd.
P. O. Box 859
65 Frederick Street
Port-of-Spain, Trinidad
Cable: PHONOGRAPH

VENEZUELA
Comercial Jaeger, S.A.
La Casa del Radio
Apartado 228
Maracaibo, Venezuela
Cable: JAEGER

Intervenca
Calle Real de Sarria
Apartado del Este 5125
Caracas, Venezuela
Cable: INTERVENCA

Listings Of U.S. Mfrs. and World Wide Representatives Begin On Page 33

DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS

DAVIS
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The Davis World Export Corp. guarantee is synonymous with top quality used music and vending equipment the World over. An exclusive Seeburg factory distributor, Davis offers . . .

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. . . GUARANTEED machines which are electrically and electronically tested

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Write or visit our representative for guaranteed quality used equipment

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Exclusive Seeburg Distributors
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Syracuse 3, N.Y., U.S.A.
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DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS

The ARISTOCRAT Man Has All The Answers

Q. Fine looking machine, but just how reliable is it? A. The Aristocrat will operate for 24 hours a day, 365 days a year.

Q. Strong talk, but I suppose I'm on my own after the machines are delivered? A. On the contrary—the confidence in our machines is such that we guarantee them for one year and the clock for five years.

Q. Excellent—now, burglary can be a great worry to operators—how does the Aristocrat counter this? A. The Aristocrat is still the only machine with the all steel dougle-lock burglar-proof cabinet.

Q. Ideal!—any special features? A. A whole string of them—of particular interest, bent coin release and an automatic self-loading dropping jackpot, for any size coin you like.

Q. First rate—Aristocrat has everything—who makes these? A. AINSWORTH CONSOLIDATED INDUSTRIES (G.B.) LTD., 178, Grays Inn Road, London, W.C.1.—our telephone number TERminus 4317, and for CABLES, TELEGRAMS: AINDENT, LONDON.

GREETINGS TO OUR EXPORT CUSTOMERS

Our Experience in Exporting of All Types of Games and Music Eqpt. Assures TIMELY, EXPERT SHIPPING TO MANY PARTS OF THE WORLD.

NATIONAL COIN MACHINE EXCH.
1411-13 Diversey Chicago 14, Ill.
Phones: BUckingham 1-8211
CABLE: NATCOINCO — CHICAGO

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We have good, used BOWLERS & SHUFFLE ALLEYS

WE SHIP EVERYWHERE

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Chicago 18, Ill.

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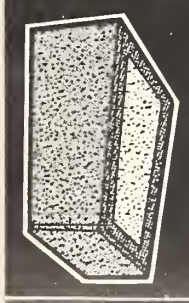

Modern, fabric covered baffle, in Blonde or Walnut colors, with 8", 8 ohm ext. range speaker . . . 2.15 oz. magnet!

Stock No. 17-3425

Price — $9.95 Pair

WICO

"World's Largest Distributor of Coin Machine Parts & Supplies"
2901-13 N. Pulaski Rd., Chicago 41, Ill.

ARCADES

World's Largest Supplier of

ARCADE EQUIPMENT

Write for latest catalog

★

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MIKE MUNVES CORP.
577 Tenth Ave., New York 36, N. Y.
BRyant 9-6677

Cash Box

1962 ANNUAL EXPORT VOL

PHONOGRAPHS

COUNTRY	1962 VOLUME (Jan.-Dec.) Units	1962 VOLUME (Jan.-Dec.) Dollars	1961 VOLUME (Jan.-Dec.) Units	1961 VOLUME (Jan.-Dec.) Dollars
NORTH and CENTRAL AMERICA				
Bahamas	47	$ 41,771	57	$ 33,886
Barbados	5	879	8	4,671
Bermuda	14	5,060	17	5,905
British Honduras	31	23,242	23	14,130
Canada	1,490	1,024,097	1,206	979,019
Costa Rica	31	19,656	28	19,832
Dom. Rep.	321	131,965	6	4,415
El Salvador	23	14,649	22	18,354
Fr. West Indies	—	—	5	3,329
Guatemala	2	1,608	39	19,307
Haiti	—	—	4	1,400
Honduras	38	17,116	15	15,318
Iceland	—	—	6	4,110
Jamaica	63	43,841	272	198,596
Lw Ww. Is.	12	3,793	23	12,188
Mexico	403	159,515	266	119,869
Neth. Antilles	11	4,675	17	21,757
Nicaragua	213	137,114	202	127,306
Panama	78	48,427	164	62,878
Trinidad	5	4,367	19	14,168
TOTAL	2,787	$ 1,681,775	2,404	$ 1,680,438
SOUTH AMERICA				
Argentina	19	12,136	73	28,526
Bolivia	—	—	6	750
Br. Guiana	11	5,212	49	25,696
Chile	127	104,246	217	162,147
Colombia	56	20,550	10	1,550
Ecuador	30	16,405	226	156,158
Peru	139	97,299	173	124,538
Surinam	2	1,378	6	4,618
Uruguay	—	—	—	—
Venezuela	152	98,852	456	324,468
TOTAL	536	$ 356,078	1,216	$ 828,448
EUROPE				
Austria	180	$ 129,019	16	$ 8,997
Azores	—	—	1	900
Belgium	6,459	3,364,326	5,363	2,660,690
Denmark	45	34,617	81	55,512
Finland	482	359,466	55	39,050
France	636	495,368	645	437,472
Greece	255	54,414	203	47,030
Ireland	12	8,977	20	20,979
Italy	306	217,149	545	350,571
Malta	16	12,911	12	10,093
Netherlands	503	201,198	511	212,538
Norway	36	23,178	99	66,581
Portugal	7	5,983	17	12,601
Spain	—	—	1	748
Sweden	154	116,178	202	130,446
Switzerland	690	541,930	874	637,798
Trieste	—	—	—	—
Turkey	—	—	—	—
United Kingdom	1,068	604,242	816	518,473
West Germany	5,499	3,253,624	6,317	3,690,275
TOTAL	16,348	$ 9,422,580	15,778	$ 8,900,754
ASIA				
Arabia	—	—	4	$ 2,772
Ceylon	—	—	2	1,800
Fed. Malaya	26	11,165	28	16,255
Hong Kong	31	11,595	56	30,556
India	—	—	2	400
Iran	—	—	5	2,645
Israel	1	100	—	—
Jordan	—	—	—	—
Japan	475	161,276	573	160,530
Korean Rep.	10	7,396	1	500
Kuwait	2	2,099	3	1,790
Lebanon	15	5,257	55	22,207
Nansei Is.	1,065	566,813	728	544,767
Pakistan	—	—	1	731
Philippine Rep.	150	47,345	149	61,184
Singapore	3	2,250	4	1,700
Syria	—	—	—	—
Taiwan	—	—	21	17,670
Thailand	11	1,705	8	3,120
Vietnam	—	—	—	—
TOTAL	1,789	$ 817,001	1,640	$ 868,627
AUSTRALIA				
Australia	288	$ 136,882	213	$ 82,370
New Zealand	26	4,223	21	9,241
T. Pac. Is.	9	2,427	8	6,564
TOTAL	323	$ 143,532	242	$ 98,175
AFRICA				
Algeria	—	—	—	—
Br. East Africa	22	$ 6,879	26	7,903
Egypt	—	—	—	—
Ethiopia	—	—	3	1,500
Fr. Somaliland	—	—	1	814
Ghana	—	—	—	—
Liberia	17	3,276	12	1,555
Libya	—	—	—	—
Morocco	—	—	—	—
Mozambique	—	—	1	712
O. W. Africa	—	—	7	5,576
Rep. Congo	—	—	1	839
Rhod. NY	—	—	—	—
Som. Rep.	—	—	—	—
Tunisia	—	—	2	1,348
Union So. Africa	—	—	50	12,321
TOTAL	39	$ 10,155	103	$ 32,568
GRAND TOTAL	21,820	$12,431,121	21,383	$12,409,010

AMUSEMENT M

COUNTRY	1962 VOLUME (Jan.-Dec.) Units	1962 VOLUME (Jan.-Dec.) Doll
NORTH and CENTRAL AMERICA		
Bahamas	231	$ 67,
Barbados	8	2,
Bermuda	123	33,
British Honduras	—	
Canada	4,608	959,
Costa Rica	—	
Dom. Rep.	15	2,
El Salvador	5	3,
Fr. West Indies	—	
Greenland	10	6,
Guatemala	3	
Haiti	4	
Honduras	—	
Iceland	30	2,
Jamaica	202	16,
Lw. Ww. Is.	2	
Mexico	1,069	117,
Neth. Antilles	—	
Nicaragua	—	
Panama	139	40,
Trinidad	128	9,
TOTAL	6,577	$ 1,264,
SOUTH AMERICA		
Argentina	843	$ 199,
Bolivia	—	
Br. Guiana	—	
Chile	125	44,
Colombia	128	13,
Ecuador	154	3,
Peru	12	1,
Surinam	19	19,
Uruguay	184	28
Venezuela	853	277,
TOTAL	2,318	$ 587,
EUROPE		
Austria	14	$ 3,
Azores	6	4,
Belgium	5,494	1,382,
Denmark	318	109,
Finland	238	105,
France	7,882	3,190,
Greece	436	101,
Ireland	149	50,
Italy	934	365,
Malta	4	1,
Netherlands	475	166,
Norway	340	16,
Portugal	—	
Spain	93	30,
Sweden	1,232	293,
Switzerland	1,296	456,
Trieste	—	
Turkey	83	45,
United Kingdom	6,675	2,691,
West Germany	3,121	1,179,
TOTAL	29,790	$10,193,
ASIA		
Arabia	6	$ 4,
Ceylon	—	
Fed. Malaya	164	25,
Hong Kong	8	4,
India	—	
Iran	—	
Israel	—	
Jordan	—	
Japan	874	231,
Korean Rep.	4	2,
Kuwait	4	1,
Lebanon	49	12,
Nansei Is.	79	42,
Pakistan	—	
Philippine Rep.	19	3,
Singapore	20	5,
Syria	—	
Taiwan	13	11,
Thailand	4	1,
Vietnam	10	
TOTAL	1,254	$ 352,
AUSTRALIA		
Australia	646	$ 150,
New Zealand	25	8,
T. Pac. Is.	—	
TOTAL	671	$ 159,
AFRICA		
Algeria	9	$ 4,
Br. East Africa	3	1,
Canary Is.	5	1,
Egypt	—	
Ethiopia	259	33,
Fr. P. Is.	17	4,
Fr. Somaliland	—	
Ghana	—	
Liberia	8	2,
Libya	6	2,
Morocco	8	5,
Mozambique	—	
O. W. Africa	—	
Rep. Congo	—	
Rhod. NY	11	1,
Som. Rep.	—	
Tunisia	—	
Union So. Africa	30	7,
TOTAL	356	$ 64,
GRAND TOTAL	40,966	$12,621,

COIN MACHINE
UME REPORT

ACHINES

1961 VOLUME (Jan.-Dec.) Units	Dollars
77	$ 10,740
—	—
79	26,066
—	—
3,783	790,261
112	43,900
184	28,618
—	—
—	—
—	—
—	—
11	2,700
—	—
50	3,025
193	28,322
1	780
80	6,306
33	1,498
—	—
524	29,883
—	—
5,127	$ 972,099
363	$ 37,264
40	687
11	1,545
119	46,443
6	1,359
6	1,184
4	780
13	1,937
142	16,229
457	133,714
1,161	$ 241,142
31	$ 4,945
—	—
8,685	1,912,791
129	42,483
72	8,481
5,915	2,106,418
198	37,078
32	5,533
1,281	410,691
4	1,000
767	182,841
20	820
—	—
39	15,472
1,586	230,664
861	319,418
—	—
125	60,583
6,041	1,728,709
3,709	1,075,580
29,485	$ 8,143,507
4	$ 840
—	—
174	27,199
78	15,284
—	—
2	200
—	—
8	900
1,379	340,064
20	6,189
—	—
12	3,692
22	15,685
—	—
11	4,115
48	9,544
—	—
17	12,288
269	105,601
5	1,900
2,049	$ 543,501
815	$ 154,351
—	—
—	—
815	$ 154,351
154	$ 54,284
15	1,845
—	—
18	21,131
3	2,234
—	—
—	—
—	—
4	1,356
—	—
—	—
45	7,482
—	—
—	—
80	11,460
4	4,458
17	4,590
124	24,422
464	$ 133,262
39,101	$10,187,862

VENDING MACHINES

COUNTRY	1962 VOLUME (Jan.-Dec.) Units	Dollars	1961 VOLUME (Jan.-Dec.) Units	Dollars
NORTH and CENTRAL AMERICA				
Bahamas	60	$ 13,293	67	$ 7,730
Barbados	15	2,748	2	854
Bermuda	34	10,741	18	5,435
British Guinana	5	1,335	—	—
British Honduras	—	—	—	—
Canada	12,423	2,709,849	13,695	2,619,087
Costa Rica	—	—	—	—
Dom. Rep.	—	—	50	5,200
El Salvador	46	4,228	4	876
Fr. West Indies	7	1,600	2	1,330
Guatemala	—	—	8	2,576
Haiti	—	—	—	—
Honduras	—	—	—	—
Iceland	—	—	—	—
Jamaica	7	2,454	611	102,866
Lw. Ww. Is.	4	1,141	2	210
Mexico	166	19,904	157	2,679
Neth. Antilles	—	—	6	544
Nicaragua	53	2,305	—	—
Panama	27	7,068	64	3,730
Trinidad	2	1,198	4	536
TOTAL	12,849	2,777,864	14,690	$ 2,753,653
SOUTH AMERICA				
Argentina	97	$ 20,129	282	$ 282,581
Bolivia	—	—	—	—
Br. Guiana	—	—	—	—
Chile	—	—	—	—
Colombia	—	—	—	—
Ecuador	60	958	50	798
Peru	—	—	12	—
Surinam	—	—	12	9,438
Uruguay	—	—	6	2,755
Venezuela	393	7,350	28	6,717
TOTAL	550	$ 28,437	390	$ 302,927
EUROPE				
Austria	32	10,543	37	$ 16,853
Azores	—	—	—	—
Belgium	1,283	277,442	1,467	137,000
Denmark	—	—	28	16,107
Finland	349	60,304	72	16,460
France	107	26,979	306	118,728
Greece	4	2,400	101	1,627
Ireland	—	—	42	7,526
Italy	201	55,626	1,408	91,524
Malta	—	—	—	—
Netherlands	398	124,045	1,137	122,051
Norway	49	46,341	3	1,460
Portugal	—	—	1	774
Spain	—	—	6	2,386
Sweden	476	92,893	426	109,850
Switzerland	1,258	357,470	1,511	296,074
Trieste	—	—	—	—
Turkey	—	—	—	—
United Kingdom	2,302	467,996	4,328	540,650
U.S.S.R.	—	—	7	10,349
West Germany	2,268	827,804	4,127	1,094,396
TOTAL	8,727	$ 2,349,843	15,007	$ 2,583,815
ASIA				
Arabia	6	$ 4,112	—	—
Bahrein	3	855	—	—
Ceylon	—	—	—	—
Fed. Malaya	29	13,403	73	$ 34,713
Hong Kong	3	1,139	16	6,264
India	—	—	—	—
Iran	—	—	—	—
Iraq	—	—	5	1,312
Israel	—	—	—	—
Jordan	—	—	—	—
Japan	786	98,097	255	76,756
Korean Rep.	—	—	10	1,000
Kuwait	—	—	—	—
Lebanon	185	15,739	32	15,549
Nansei Is.	18	7,838	110	19,214
Pakistan	2	600	—	—
Philippine Rep.	4	2,000	—	—
Singapore	—	—	—	—
Syria	—	—	—	—
Taiwan	—	—	—	—
Thailand	175	2,406	28	360
Vietnam	—	—	20	536
TOTAL	1,211	$ 146,189	549	$ 155,704
AUSTRALIA				
Australia	253	$ 77,363	642	$ 174,582
New Zealand	—	—	—	—
T. Pac. Is.	—	—	—	—
TOTAL	253	$ 77,363	642	$ 174,582
AFRICA				
Algeria	—	—	—	$ —
Br. East Africa	—	—	—	—
Egypt	—	—	—	—
Ethiopia	—	—	—	—
Fr. Somaliland	—	—	—	—
Ghana	—	—	—	—
Liberia	12	$ 1,800	—	—
Libya	—	—	—	—
Morocco	23	6,948	—	—
Mozambique	—	—	—	—
O. W. Africa	—	—	—	—
Rep. Congo	—	—	—	—
Rhod. NY	5	2,510	—	—
Som. Rep.	—	—	—	—
Tunisia	—	—	—	—
Union So. Africa	7	710	—	—
TOTAL	47	$ 11,968	—	$ —
GRAND TOTAL	23,637	$ 5,391,664	31,278	$ 5,970,681

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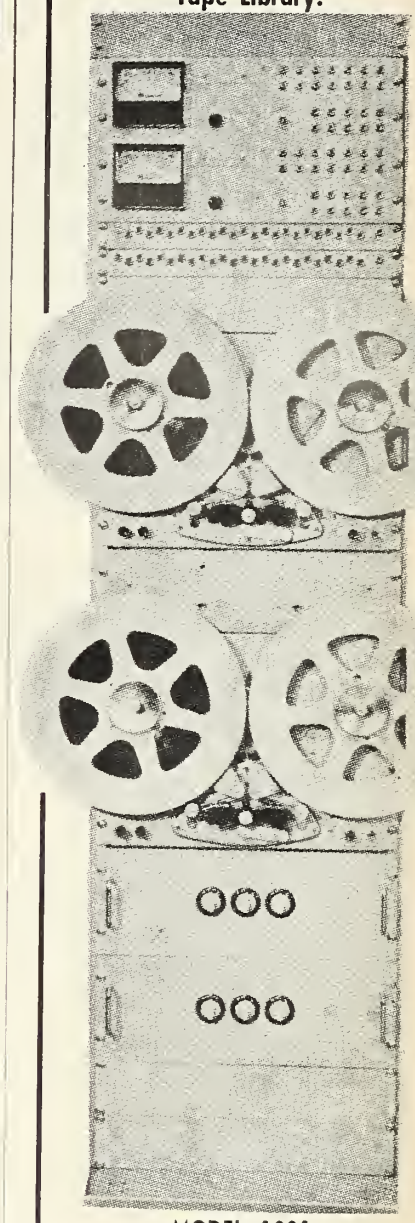

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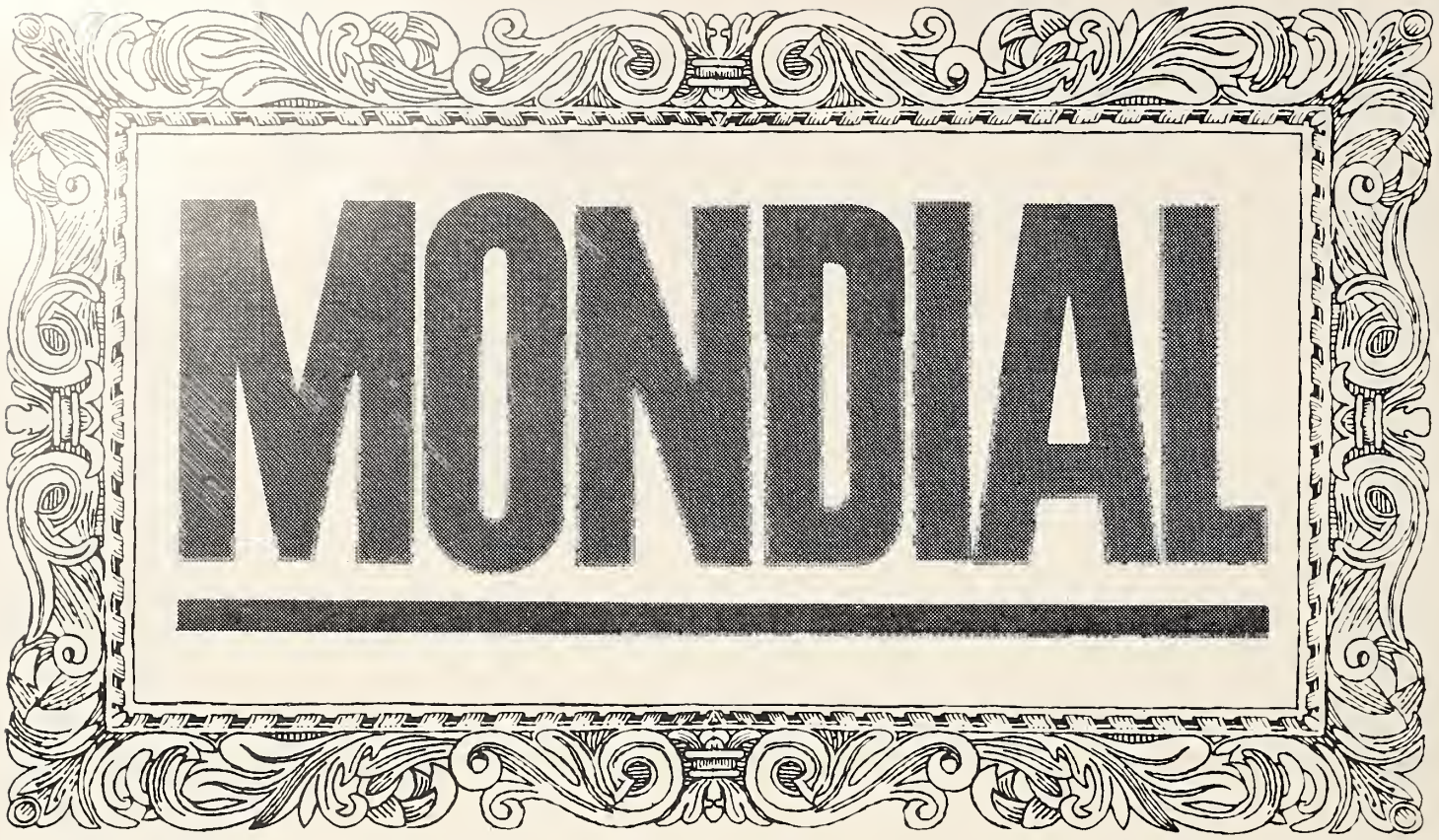

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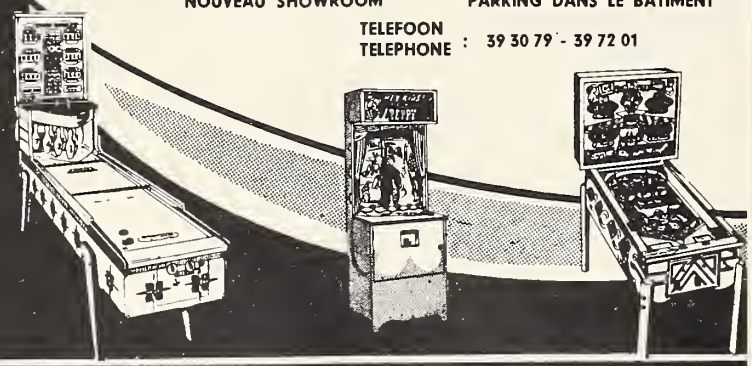

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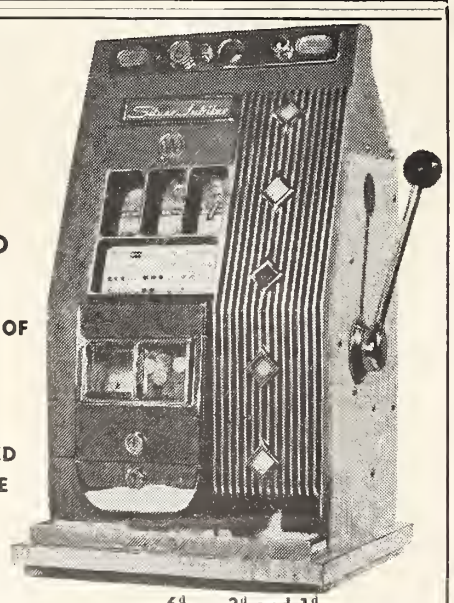

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(Continued from page 48)

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38bis. Rue Vivienne, Paris (2e). Mr. Jean Faraut.
Syndicat National Des Professionels De L'Automatique
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EXPORT VOLUME FROM U.S. PORTS

Yearly Comparison
1958 - 1962

Year	Units	Dollars
1962	86,423	$30,444,480
1961	91,762	28,567,553
1960	88,288	21,581,194
1959	85,336	19,185,043
1958	82,510	20,653,085

Quarterly export volume statistics appear in Special Export Issues of CASH BOX. Annual figures for 1962—in a country-by-country breakdown—re-appear in this issue as a service to the reader. They can be found on pages 40 and 41 in Part III of this Directory.

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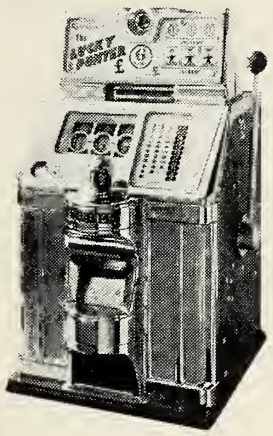
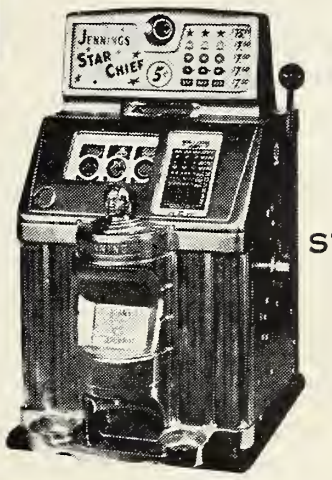
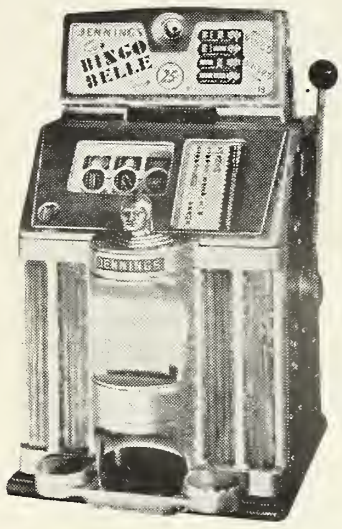


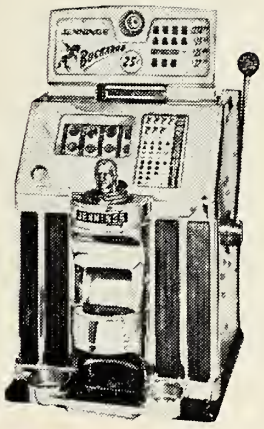
LUCKY PUNTER



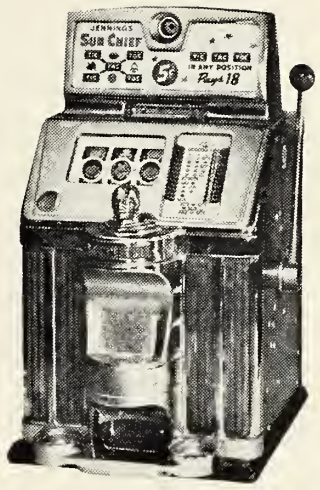
STAR CHIEF



BINGO BELLE



BUCKAROO



SUN CHIEF

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Mar-Matic Sales Ltd.
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General Sales Co.
Ireland Island
Bermuda

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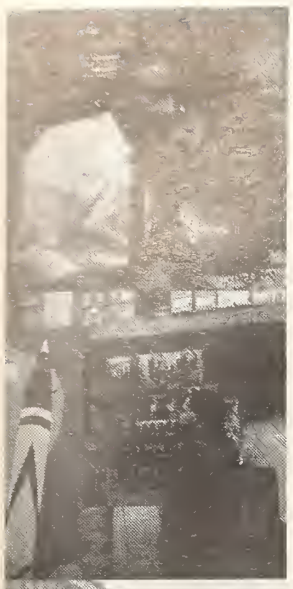

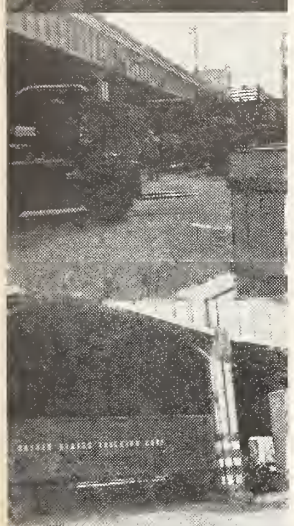

ANALYSIS OF 1962 ANNUAL COIN MACHINE EXPORT VOLUME REPORT

GENERAL

The coin machine export business topped $30 million during 1962, a two and one-half million dollar gain over '61 with more than 86 thousand machines being shipped to foreign lands. Phonographs accounted for 40% of the volume, as did amusement machines, with vending coming through with 20% of the total. Vending was the only disappointment but to the specialists it was almost expected. Good things take time and this is the case with vending. The Latin countries were more disappointments. Few countries took what they did previous to this year and the shippers were almost as happy, many of them still awaiting payment from earlier orders. Late model music acounts for most of the juke box business with more and more of the new machines being manufactured in the foreign countries to overcome costs. The phonos were the steadiest figures and while games fell off on the totals there were some surprises, biggest of all was So. America where money and units doubled. France and the UK were strongest gainers in Europe for games. Africa just pulled out of the vending altogether after a weak try earlier. Again S.A. was way down on the merchandise machines and Australia almost tripled vending imports. The year was a good one and so was the equipment. That appears to be the main reason for the overall increases each year – the equipment gets better and the prices become more stable.

PHONOGRAPHS

The totals compared for the last two years are almost identical – $12 million plus each year. No. America, Europe, Asia, and many of the individual countries were recorded at about the exact volume in '62 as was set for '61. So. America's music dipped to less than half of '61. Big increases in Austria, Belgium, Finland, and a fair increase in the UK offset losses in Denmark, Ireland, Italy, Netherlands, Norway, Sweden, Switzerland and even West Germany where the domestic machines might be eating into US sales. Asia was down even though Japan kept abreast of previous sales. Malaya, Hong Kong, Lebanon, and Philipines made up the dips for the Continent's volume. Australia bought 288 juke boxes and made a gain. Liberia's 3200 machines didn't keep the total was falling off in Africa.

The Dominican Rep. amazed everyone when it registered $131 thousand topping last year's almost non-existent total of 6 machines. Jamaica was a sad awakening dropping from $200 thousand market to less than $50 thousand. Mexico increased business in phonos as it did in games, taking 400 phonographs from US plants. Nicaragua showed a steady increase, Panama dipped, and Trinidad almost fell off the board.

It was a good year for music machines and as the demand for late model phonographs continues, the juke box should stay on as the bread and butter machine of the market.

AMUSEMENT

The dollar volume on games increased by almost $2.5 million but the unit volume stayed at about the same thereby accounting for the higher prices on games due to the new and later model demand for fast-moving equipment. No. America was up almost $300 thousand with the Bahamas, Canada, Greenland, Panama, and Trinidad accounting for gains but with Mexico zooming from a piddling 80 machines in '61 to more than 1000 units last year.

With the gains come the losers and they were Dom. Republic, Haiti, Iceland, and Jamaica. They move around so fast you can't tell the importers without a scorecard these days.

So. America registered a resounding increase with double the business for '62. Argentina, Columbia, Ecuador, Surinam, Uruguay and Venezuela more than made up for losses registered on music. The games pulled this market through the bad months. Europe, the mainstay of the games export business took the same number of machines as last year but again the prices were up. Individual gains were made in France – from $2 to $3 million – Greece – a triple in imports – Ireland – who took 150 games – Norway – another big increase here – Spain – who doubled – Switzerland – 50% increase – and the UK who topped the $2.6 million figure. West Germany, Netherlands, and Belgium all were down in numbers of games.

Asia's games volume dipped as did Japan's. Almost in half was the unit and dollar volume report. Among the losers: Hong Kong, Korea, Singapore, big loser Thailand, made up the losses. Big increases were posted in Lebanon, Nansei Is., and Vietnam, a small user but in any event one which doubled its take to $8 thousand taking 10 machines.

Africa was a letdown after '61. The year brought only 356 machines into the Continent and Ethiopia bought 259 of them. Every other country of any consequence showed a loss for the year.

VENDING

Vending didn't quite make the $6 million mark in '61: In '62 it couldn't hold on and dropped to $5.3 million. But the experts continue to say "wait'll next year" and they're probably right. Our pipelines into Europe advise that the vending market must grow slowly. It's a different business over there and until the combined European technical know-how and American merchandising savvy jibe we can await improved conditions. The market did represent 20% of the total however and here's the way it looked at year's end:

No. and Central America stayed the same. So. America fell off almost to a halt. Europe, the proving ground for vending, stayed constant. Asia took more machines but the prices were lower – older models. Australia failed. Africa dropped out of the picture entirely. Canada is doing almost all of the business in No. America. Argentina dipped to a standstill, and they were carrying the Continent. Belgium took mostly new machines, fewer than last year. Finland showed gains as it did across the board. Italy fell in half. Netherlands stayed the same. Norway took fifty machines for a try. The Swiss held their own and the U.K. dipped by about 20%. West Germany was off to half the previous number of units but they were of new and later models. Asia was steady with Japan taking about two-thirds of the volume. Thailand showed interest and as in games registered a good improvement. The vending picture was spotty but promising. Perhaps we'll take the experts advice and wait till '63 reports in.

DISTRIBUTORS JOBBERS and
LISTED BY STATES

ALABAMA

Birmingham
Birmingham Vending Co., 540 2nd Ave., N.
H. C. Clarkson, 2003 Crestmont Dr.
Jefferson Music Co., 19th & 7th
Wolfe Dist. Co., 2003 Crestmont Dr.

Montgomery
Franco Distribution Co., 24 N. Perry St.

ALASKA

Anchorage
M. J. Stanley Co., P.O. Box 256

Fairbanks
Alaska Music Co., Box 1234
Dunis Dist. Co.

ARIZONA

Phoenix
Amco Music & Vending, Inc., 2040-B North 16th St.
City Music Co., 4502 N. 32nd St.
Copper State Amusements, 921 N. 6th St.
Garrison Sales Co., Inc., 1000 W. Washington
Minthorne Music Co., Inc., 4515 24th St.
Valiant Amuse. Inc., 3129 E. McDowell Rd.

Safford
Gila Elec. & Music Co., 406 Main St.

Tucson
Arizona Amusement & Vending Co., 848 No. 4th Ave.
Falcon Auto Inc., 727 So. Campbell Ave.
Paul W. Hawkins, 329 E. 7th St.

ARKANSAS

Fayetteville
Tri-State Sales Co., 315 Rollston St.

Little Rock
Little Rock Amusement Co., 105 W. 13th St.
Standard Aut. Dist. Co., 805 Broadway

Pine Bluff
211 S. Walnut St.

CALIFORNIA

Los Angeles
Ameo Music & Vending, Inc., 6403 East Slauson Ave.
American Coin Mach. Co., 2962 W. Pico Blvd.
American Shuffleboard Co. Inc., 1423 S. Western Ave.
Badger Sales Co., Inc., 2251 W. Pico Blvd.
Irving Bromberg Co., 8313½ W. 3rd St.
R. F. Jones Co., 1269 So. Figueroa
Duarte Int. Sales Co., 835 E. 31st St.
The Seeburg Dist. Co., 2920 W. Pico Blvd.
C. A. Robinson & Co., 2301 W. Pico Blvd.
Paul A. Laymon, Inc., 1429 W. Pico Blvd.
Simon Dist. Co., 2833 W. Pico Blvd.
The Wurlitzer Co., 2920 W. Pico Blvd.
Weymouth Dist. Co., 2525 W. Pico Blvd.

Modesto
Patton Music Co., 611 Eye St.

San Francisco
Advance Automatic Sales Co., 1350 Howard St.
Emarcy Dist. Co., 813 Folsom St.
Golden Gate Novelty Co., 2293 Mission St.
Huber Dist. Co., 1118 Howard St.
R. F. Jones Co., 240 Shotwell St.
Nobro Novelty Co., 142 Dore St.
The Wurlitzer Co., 154 South Van Ness Ave.

Santa Rosa
Coin Machine Service, Inc., 322 Wilson St.

Turlock
Patton Music Co., 132 So. Center St.

Oakland
A.S.S. Co. of No. Calif., 911—53rd Ave.

COLORADO

Denver
Draco Sales Co., 2005 W. Alameda Ave.
J. R. Harris Co., 3650 Tejon St.
R. F. Jones Co., 1314 Pearl St.
Midwest Music Co., 3850 Mariposa St.
Modern Dist. Co., 3222 Tejon St.
Mountain Distributors Co., 3630 Downing St.
Struve Distrib. Co. Inc., 50 Rio Grand Blvd.
Thompson Dist. Co., 1314 Pearl St.

CONNECTICUT

Hartford
General Amusement Game Co., 187 Park St.
Reliable Coin Machine Co., 194 Windsor St.

East Hartford
Atlantic New York Corp., 171 Park Ave.
Runyon Sales Co., 306 Tolland St.

FLORIDA

Jacksonville
Bush International, 60 Riverside Ave.
S. L. London Distributing Co. of Jacksonville, 310 Riverside Ave.
Southern Music Dist. Co. Inc., 2465 Harper St.
Eli Ross Distributors, 90 Riverside Ave.

Miami
All Coin Amusements Co., 2495 N.W. 77th Terrace
Bush International, 286 N.W. 29th St.
Eli Ross Dist. Inc., 852 N.W. 71st St.
Schwartz Dist. Co., 1800 S.W. 17th St.
Supreme Dist. Inc., 418 SW 8th Ave.

Orlando
Southern Music Dist. Co. Inc., 503 W. Central Ave.
S. L. Stiebel Co. Inc., 635 W. Main St.

Tampa
Southern Music Co., 2209 E. Broadway

GEORGIA

Atlanta
Friedman Amusement Co., 1235 Techwood Dr. N.W.
G. K. Gabrielson & Co. Inc., 724 Memorial Dr. S.E.
Peach State Music Co., 130 Boulevard N.E.
Robinson Dist. Co., 321 Edgewood Ave. S.E.
Sparks Specialty Co., 842 N. Highland Ave. N.E.
Variety Dist. Co., 585 Grant St. S.E.

Macon
Heath Dist., 3253 Vineville Ave.
Peach State Music Co., 624 New St.

Continued on page 54

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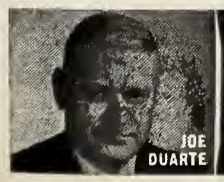

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- United Bonus Bowlers
- Bally Challenger Bowlers
- Williams Vanguard Guns
- Williams Crusader Guns
- Williams Titan Guns
- Williams Space Glider Guns
- Midway Shooting Gallerys
- Genco State Fairs
- United Pirate Guns
- Keeney 2 Gun Fun
- Bally Spinners

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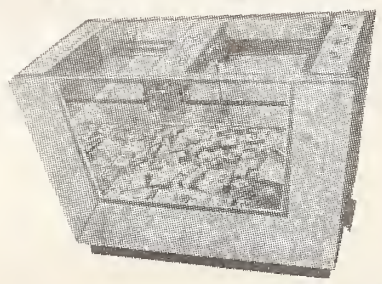

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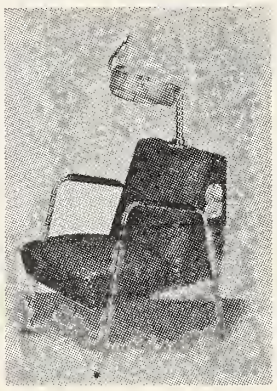

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Honolulu
Hawaiian Amusement Ltd., 2248 S. King St.
R. F. Jones Co., 841 Halekauaila St.
R. F. Stenstrom, Inc., 210 Mokauea St.
Service Games, Inc., 210 Mokaeua St.

Wahiawa, Oahu
Auto. Vend. Mach. Co., P.O. Box 186

IDAHO

Pocatello
Dan The Music Man, 1229 N. Main St.

ILLINOIS

Chicago
Atlas Music Co., 2122 N. Western Ave.
Champion Dist. Co., 3451 N. Milwaukee
Empire Coin Machine Co., 1012 Milwaukee Ave.
First C. M. Mach. Exchange, 1748 W. North Ave.
Globe Dist. Co., 2330 N. Western Ave.
Merit Industries, 7312 So. Halstead St.
National Coin Machine Exch., 1411 W. Diversey Pkwy.
Purveyor Shuffleboard Co., 4322 N. Western Ave.
Seeburg International, 1500 N. Dayton St.
Trans-World Trading Corp., 185 N. Wabash Ave.
Western Trails Amuse. Co., 3249 No. Broadway
World Wide Dist., 2732 West Fullerton

Moline
Hallgren Dist. Co., 1626 3rd Ave.

Peoria
American Shuffleboard Sales Co., 101 S. Goodwin St.

Rockford
Midwest Dist. Co., 208 N. Madison St.

INDIANA

Evansville
Automatic Amusement Co., 1000 Pennsylvania St.
Carl J. Speis Co., P.O. Box 3133
S. L. Stiebel Co., 12-16 N.W. 6th St.

Fort Wayne
Antoine & Bechtel, 2101 Weisser Park
General Sales Co., 1416 S. Calhoun St.
Lee Sales Co., Inc., 1815 S. Lafayette

Indianapolis
Associated Dist. Inc., 210 S. Meridian St.
Calderon Dist. Inc., 433 N. Alabama
Fountain Sq. Music, 1117 Prospect
Lew Jones Dist. Co., Inc., 1301 N. Capitol
J. & J. Dist. Inc., 1661 W. 16th
Sicking Co., 1312 N. Capitol Ave.
Southern Automatic Music Co. of Indiana, P.O. Box 422

IOWA

Ankeny
Lamberti Music Co., 605 Walnut St.

Des Moines
Philip Moss & Co., 1420 Locust St.
Sandler Dist. Co., 110 11th St.
Superior Sales Co., 1337 2nd Ave.

Dubuque
Dubuque Coin Machine Co., 1456 O'Hagen St.

KANSAS

Manhattan
Bird Music Co. Inc., Box 290

Wichita
United Dist. Inc., 902 W. Second

KENTUCKY

Covington
Lew Jones Dist. Co. Inc., 329 W. 9th St.

Lexington
Southern Automatic Music Co. Inc., Henry Clay Station, Box 7099

Louisville
B. B. Novelty Co. Inc., 715 W. Main
H. M. Branson Dist. Co., 814 E. Bway
Co-operative Dist. Co., 221 E. Market St.
Southern Automatic Music Co., 735 S. Brook St., P.O. Box 834
S. L. Stiebel Co. Inc., 635 W. Main St.

LOUISIANA

New Orleans
A. M. Amusement Co., 1025 Baronne St.
A.M.A. Dist. Inc., 500 Magazine St.
C. & M. Specialty Co., 832 Camp St.
Coin Mart, 1055 Baronne St.
Crown Novelty Co. Inc., 1055 Baronne St.
The Double A Amuse. Co., 341 N. Galvez St.
F. A. B. Dist. Co., 1019 Baronne St.
General Dist. Co., 1609 Orleans Ave.
J. H. Lynch Co. Inc., 1601 So. Gayoso
Lynch & Zander, 7228 Earhart Blvd.
Operators Sales, Inc., 832 Baronne St.
New Orleans Novelty Co., 1055 Dryades St.
J. H. Peres Dist. Co., 922 Poydras St.
Space Dist. Co. Inc., 712 Clairborne Dr.

Shreveport
S & H Novelty Co., 1550 Bolinger

MARYLAND

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A. & A. Coin Machine Co., 715 Ensor St.
Chris Novelty Co., 2330 Hollins St.
Double-U Sales Corp., 2515 Frederick Ave.
Eastern Dist., 1812 Worcester St.
General Vending Sales Corp., 245 W. Biddle St.
Mar-Matic Sales Co., 1009 E. Baltimore St.
State Sales & Ser. Corp., 1005-07 E. Baltimore
Winters Dist. Co., 2612 Hartford Road

MASSACHUSETTS

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Atlas Dist. Co., 1022 Commonwealth Ave.
Intl. Vending Corp., 1028-A Commonwealth Ave.
Music & Vending Corp., 86 Brookline Ave.
Trimount Automatic Sales Co., 40 Waltham St.
The Wurlitzer Co., 78 Brookline Ave.

Brighton
Redd Dist. Co. Inc., 126 Lincoln St.
U. S. Dist. Co., 126 Lincoln St.

Brookline
Ben D. Palastrant, 132 Beaconsfield Rd.

MICHIGAN

Buchanan
Fabiano Amuse. Co., 109 Liberty Ave., P.O. Box 189

Dearborn
Martin and Snyder Co., 13200 W. Warren

Detroit
Angott Dist. Co., 2616 Puritan Ave.
Empire C. M. Co., 7743 Puritan Ave.
Fabiano Dist. Co., 7001 Fenkell Ave.
Gay-Coin Distributors, 4866 Woodward Ave.
Henry C. Lemke, 1047 E. Grand Blvd.
Miller-Newmark Dist. Co., 5743 Grand River
Music Systems, Inc., 14561 Livernois

Grand Rapids
E. & R. Sales Co., 1732 Monroe, N.W.
Miller-Newmark Dist. Co., 42 Fairbanks, N.W.

Kalamazoo
King-Pin Equipment Co., 826 Mills St.

Lansing
Music Systems, Inc., 812 Hamilton

Pontiac
Wolverine Entertainers, Inc., 1782 Pontiac Dr.

St. Ignace
Henry Nelson, St. Ignace, Mich.

MINNESOTA

Duluth
Twin Ports Sales Co., 226 Lake Ave., So.

Faribault
Gopher Sales Co., 601-603 Central Ave.

Minneapolis
Atlas Sales Co. Inc., 720 S. 4th St.
Brown Brothers, 2127 Washington Ave. N.
Lieberman Music Co., 257 Plymouth Ave. N.
S. L. London Music Co. Inc., 2605 Hennepin
Sandler Dist. Co., 405 Plymouth Ave. N.

St. Paul
Automatic Games Supply Co., 1934 University Ave.
K. C. Sales and Service, 1926 University Ave.
Mayflower Dist. Co., 2227 University Ave.
Midway Novelty Sales Co., 777 University Ave.
Paster Dist. Co., 2227 University Ave.

JOBBERS and DISTRIBUTORS

LISTED BY STATES

(Continued from page 54)

MISSISSIPPI

Biloxi
United Novelty Co. Inc., Box 126

Greenwood
LeFloie Music Co., 712 George St.

Jackson
Capitol Music Co., 135 E. Amite St.
United Dixie Co. Inc., 106 Minerva St.

MISSOURI

Kansas City
Advance Music Co., 1606 Grand Ave.
Automatic Coin Machine Co., 13 W. Linwood
B&G Amusement Co., 3113 Gillham Rd.
Mid-West Dist., 709 Linwood Blvd.
Sutherland Dist. Co. Inc., 2710 McGee Trafficway
Uni-Con Dist. Co., 3410 Main St.
W. B. Music Inc., 2900 Main St.

St. Louis
Arrow Nov. Co. Inc., 2852 Sidney St.
Brandt Dist. Co. Inc., 1809-11 Olive
Central Dist. Inc., 2315 Olive St.
Geo. Glass Dist. Corp., 1901 Delmar Blvd.
Ideal Novelty Co., 2823 Locust St.
McCall Novelty Co., 2315 Olive St.
Midwest Dist. Co., 1917 Delmar
J. S. Morris & Sons Novelty Co., 4722 Delmar
Morris Novelty Co., 3007 Olive St.
Musical Sales Co. Inc., 2920-2922 Locust St.
Reel Dist. Co., 4910 National Bridge
Rite-Way Distribs., 1916 Washington Ave.
J. Rosenfield Co., 4701 Washington Blvd.
W. B. Dists. Inc., 1012 Market St.

Lemay
NBC Distributing Co., 780 Lemay Jerry Rd.

MONTANA

Billings
Direct Sales Co., 2513 Montana Ave.

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NEBRASKA

Omaha
Central Dist., 1209 Douglas St.
Coin-A-Matic Inc., 201 S. 13th St.
H. Z. Vending & Sales Co., 1205 Douglas St.
Lieberman Music Co. Inc., 809 So. 25th St.
United Products, 201 So. 13th St.

NEW HAMPSHIRE

Manchester
Tri-State Amusement Co., Bedford St.

NEW JERSEY

Belleville
113 Heckel Street

Elizabeth
Seacoast Dists. Inc., 1200 North Ave.

Newark
Atlantic New Jersey Corp., 772 High St.
Irving Morris, Inc., 145 Frelinghuysen Ave.
R & Y, 131 Clinton Ave.

No. Bergen
Betson Enterprises, 3726 Tonnelle Ave.
Eastern Novelty Distributors, 3726 Tonnelle Ave.

Springfield
Runyon Sales Company, U.S. Route 22 & Fadam Road

Union City
American Shuffleboard Co. Inc., 210 Patterson Plank Rd.

NEW MEXICO

Albuquerque
Border-Sunshine Nov. Co., 2919 4th St., N.W.

Las Cruces
Consolidated Music Co., P.O. Box 86

Roswell
Ginsberg Music Co., 205 No. Main St.

NEW YORK

Albany
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Davis Dist. Co., 1056 Broadway
Greco Bros. Amuse. Co. Inc., 1288 B'way.
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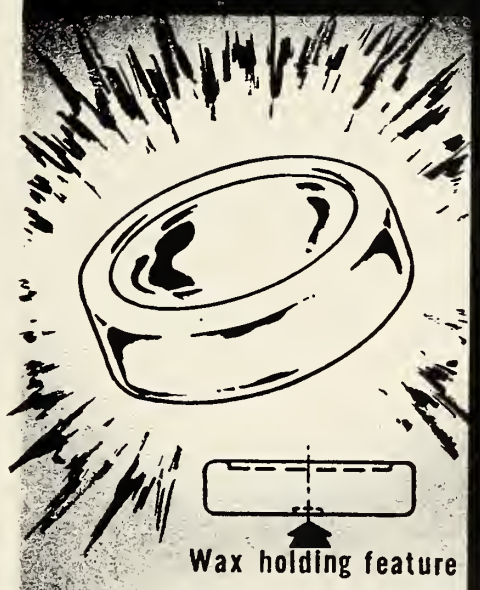

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Astatic	09-1010 09-1011	1 Mil Sapphire 1 Mil Diamond	AMI C, D, E Rockola 1432 thru 1465	.45 1.65	.40 1.60
Astatic	09-1020 09-1021	.7 Mil Sapphire .7 Mil Diamond	Rockola 1484, thru 408	.90 1.65	.85 1.60
G E	09-1110 09-1111	1 Mil Sapphire 1 Mil Diamond	AMI "F"	.80 1.65	.75 1.60
G E	09-1120 09-1121	1 Mil Sapphire 1 Mil Diamond	AMI "G"	.80 1.65	.75 1.60
G E	09-1130 09-1131	1 Mil Sapphire 1 Mil Diamond	AMI H, I, J, K, LYRIC CONTINENTAL ROCKOLA 1468, 1475 UNITED UPA UPB	.80 1.65	.75 1.60
G E	09-1140 09-1141	.7 Mil Sapphire .7 Mil Diamond	AMI K, Lyric, Continental Stereo United Stereo	.90 1.65	.85 1.60
CBS-Hytron	09-1210 09-1211	.7 Mil Sapphire .7 Mil Diamond	Rockola 1468ST, 1475ST, 1478, 1485	.90 1.65	.85 1.60
Sonotone	09-1320 09-1321 09-1322	.7 Mil Sapphire .7 Mil Dia.-Sapp .7 Mil Dia.-Dia.	AMI I, J (Stereo) Wurlitzer Stereo Models 2300 thru 2600	.90 1.65 3.25	.85 1.60 3.20
Sonotone	09-1330 09-1331 09-1332	.7 Mil Sapphire .7 Mil Dia.-Sapp. .7 Mil Dia.-Dia.	Wurlitzer Stereo Models 2700	.90 1.65 3.25	.85 1.60 3.20
Seeburg	09-1410 09-1411	1 Mil Sapphire 1 Mil Diamond	Seeburg M-100B, 100C, 100G, 100W	.90 pr. 2.90 pr.	.85 pr. 2.85 pr.
Seeburg	09-1420 09-1421	1 Mil Sapphire 1 Mil Diamond	Seeburg 100R, V160 V-200, KD200, L-100 101, 161, 201	3.50 pr. 6.95 pr.	3.45 pr. 6.85 pr.
Seeburg	09-1430 09-1431	.7 Mil Sapphire .7 Mil Diamond	Seeburg 220, 222 Q100, Q160, AY100 AY 200, DS & LPC	3.60 pr 6.95 pr	3.55 pr. 6.85 pr.
Zenith	09-1520 09-1521 09-1522	Imported Cobra Cart. Genuine Zenith Cobra Diamond Cobra Cart.	Wurlitzer 1100 thru 2410	1.50 1.95 4.00	1.45 1.90 3.90

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American Vending Co., 2684 Coney Island Ave.
Herman Dist. Co. Inc., 1505 Coney Island Ave.
Musical Distributors Corporation, 1640 Bedford Ave.

Buffalo
Clare Enterprises, Inc., 5939 Main St.
Davis Dist. Corp., 1231 Main St.
Sheldon Sales, Dist. Corp., 881 Main St.
N. J. Steinke Co., 731 Main St.

Elmira
Joy Automatic, 108 E. Church St.

Glasco
Greco Bros., Box 94

Glen Falls
Witham Enterprises & Asso., 20 Cunningham Ave.

Great Neck
L.I. National Sales, 243 N. Blvd.

Hudson Falls
Henry C. Knoblauch & Sons, 7 Broad St.

Newark
Bilotta Enterprises, 224 N. Main

New York
Atlantic New York Corp., 843 Tenth Ave.
R. H. Belam Co., 23 East 26 St.
Crescent Amusement Devices, 841 10th Ave.
Lipsky Dist. Corp., 607 Tenth Ave.
Dave Lowy & Co., 602 Tenth Ave.
Mike Munves Corp., 577 Tenth Ave.
Musical Distributors Corp., 841 Tenth Ave.
Runyon Sales Co., 593 Tenth Ave.
Seaboard New York Corp., 843-849 Tenth Ave.
Albert Simon, Inc., 587 Tenth Ave.
United East Coast Corp., 583 10th Ave.
West Side Dist. Corp., 612 Tenth Ave.

Rochester
Davis Dist. Corp., 319 Alexander St.

Syracuse
Davis Corp., 738 Erie Blvd., E.
E. M. House Sales, 307 Meadow Rd.
Rex-Bilotta Dist. Co., 821 S. Salina St.

Utica
Victor Conte, 1001 Lansing St.

NORTH CAROLINA

Charlotte
Brady Dist. Co., 1900 W. Moorehead St.
LeStourgeon Dist. Co. Inc., 2828 South Blvd.
Roanoke Vending, Franklin 7-1310
The Seeburg Dist. Co., 801 S. Cedar St.
Southeastern Vending Distributing, Inc., 801 S. Cedar St.

Raleigh
Bishop Music Co., P.O. Box 2168
Pierce Music Co., 415 East Martin

Reidsville
Trent Bros. Music Co., 708 N. Scales St.

NORTH DAKOTA

Bismarck
Dakota Music Corp., 912 Arthur Dr.

(Continued on page 56)

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George Vosburgh, representing Doring-Loch, and M. S. (Mickey) Greenman of Cinebox will decide whether the films will be produced in New York or Hollywood.

Keeney Service

LONDON—The J. H. Keeney Co. and Marmatic Sales Ltd. are sending a representative to London to conduct a series of one day courses in the maintenance and repair of Keeney coin operated equipment during late August.

The courses, which will be held in London, Bath, Cardiff and Nottingham under the direction of Mr. Edward P. Krynski, Assistant Chief Engineer of the J. H. Keeney Co. in Chicago, will be free of charge to anyone interested in or responsible for their equipment.

JOBBERS and DISTRIBUTORS

LISTED BY STATES

(Continued from page 55)

OHIO

Byesville
Vernon Yontz Sales Co., 140 Second St.

Canton
Stark Novelty Co., 239—30th St., N.W.

Cincinnati
Bigner Music, Inc., 2345 Quebec Rd.
Royal Dist. Inc., 1210 Glendale-Milford Rd.
Shaffer Music Co., 1889 Central Parkway

Cleveland
Cleveland Coin Machine Exch., 2029 Prospect Ave.
Lake City Amusement Co., 4533 Payne Ave.
Monroe Coin Machine Exchange, 2423 Payne Ave.
Shaffer Music Co., 2126 E. 21st St.

Columbus
Central Ohio Coin Machine Exch., 854 N. High St.
Royal Dist. Inc., 1112 North High St.
Shaffer Music Co., 849 N. High St.
University C. M. Exch., 858 N. High St.

Toledo
Toledo Coin Machine Exch., 814 Summit St.

Youngstown
J. & M. Novelty Co., 5555 Mahoning Ave.

OKLAHOMA

Oklahoma City
Atkins Music Co., 233 S. W. 20th St.
Automatic Music Dist., 900 N. Western Ave.
Boyle Amusement Co., 522 N.W. Third St.
Culp Dist. Co., 614-16 W. Sheridan Ave.
Dickson Dist. Co., 631 W. California Ave.
Rice Music Co., 611 N. Hudson
Sutherland Distrib. Co., Northwest Fourth & Lee Sts.
Sutherland Dist. Co., 709 N.W. 4th St.

Tulsa
Automatic Music Co., 1214 W. Archer St.
H. W. Dolph Dist. Co., 2239 E. 6th St.
Tulsa Automatic Music Co., 1214 W. Archer St.

OREGON

Portland
Dunis Dist. Co., 1003 S.W. Front Ave.
Michael Dist. Co., 1200 S.E. Morrison
Northwest Sales Co. of Oregon, 1040 S.W. 2nd Ave.
Western Dist., 1226 S.W. 16 St.

PENNSYLVANIA

Erie
Mickey Anderson, 314 E. 11th St.

Harrisburg
D & L Coin Mach. Co., 414 Kelker St.

Moosic
Sterling Service, Rocky Glen Park

Philadelphia
Active Amusement Machine Co., 666 N. Broad St.
American Shuffleboard Sales Co., 1511-13 Spring Garden Ave.
Banner Specialty Co., 1641 N. Broad
Block Marble Co., 1425 N. Broad St.
Central Vend. Mach. Ser. Co., 6011 Baltimore
Eastern Music Systems Corp., 334 N. Broad St.
General Coin Machine Co., 929 Spring Garden St.
International Amusement Co., 3810 Dorchester Rd.
Lehigh Specialty Co., 826 N. Broad St.
Model Vending 4830 No. Front St.
Penn Coin-O-Matic Corp., 821 N. Broad St.
Rake Coin Machine Exch., 609 Spring Garden St.
David Rosen, Inc., 855 N. Broad St.
Scott-Crosse Co., 1732—42 Fairmont Ave.
S & K Dist. Co., 3608 Powelton Ave.
Steppin' Sam Co., 1439 Higbee St.
Veedco Sales Co., 2125 Market St.

Pittsburgh
Atlas Music Co., 2231 Fifth Ave.
Banner Specialty Co., 1508 Fifth Ave.
B. D. Lazar Co., 1635 Fifth Ave.
Music Dist. Co., 1945 Fifth Ave.
Oak Sales Co., 2033 Fifth Ave.
Pittsburgh Coin Machine Exch., 2203 Fifth Ave.

Reading
Klopp Novelty Co., 312 No. 9th St.

Scranton
Active Amuse. Machines Co., 1101 Pittston Ave.

Wilkes-Barre
Roth Novelty Co., 54 N. Pennsylvania Ave.

Williamsport
Williamsport Electronics and Television Co., 233-35 W. Third St.

York
Crosse Dunham Co., 350 Greendale Rd.

SOUTH CAROLINA

Columbia
Friedman Amuse. Co. Inc., 2009 Main St.
G. K. Gabrielson & Co., 2608 Main St.
Peach State Music Co., 729 Lady St.
Sparks Specialty Co., 1309 Taylor St.

SOUTH DAKOTA

Pierre
Gordon Stout, Box 4

TENNESSEE

Chattanooga
Chattanooga C. M. Co., 1820 Rossville Ave.
Dixie Amusement Co., 912 Houston St.
Sadikoff Sales Co., 142 No. Market St.
Shearer Amusement Co., 11 West Peak

Knoxville
Central C.M. Exchange, 2422 North Central
Roanoke Vend. Exch. Inc., 313 W. Depot Ave. N.W.

Memphis
Consolidated Amuse. Co., 1269 Madison Ave.
Game Sales Co. Inc., 262 South Camilla
S. & M. Sales Co. Inc., 1074 Union Ave.
Sammons-Pennington Co., 1049 Union Ave.
Southern Amusement Dist., 628 Madison Ave.
Standard Aut. Dist. Co. Inc., 1269 Madison Ave.
Williams Dist. Co., 1117 Union Ave.

Nashville
H. & N. Dist. Co., 313 Seventh Ave. So.
Hermitage Music Co., 469 Chestnut
Parker Dist. Co., Box 1281
Rock City Dist. Co. Inc., 108 Lafayette St.
Sanders Dist. Co., 612 8th Ave. So.
Frank Swartz Sales Co., 515-A Fourth Ave. S.
T. W. Amusement Co., 3104 Clarksville H'way
Ten-Tucky Ser. Inc., 313 7th Ave. So.
Triangle Music Co., 206 W. Magnolia

TEXAS

Dallas
Commercial Music Co., 1550 Edison
O'Connor Co. Inc., 9030 Directors Row
Southern Vending Co., 1405 Turtle Creek Blvd.
State Music Co., 3100 Main St.
Walbox Sales Co., 3909 Main St.

Fort Worth
Forth Worth Amusement Co., 309 Ellison Bldg. 103 Main St.
Sun Refinishing Co., 201 E. Daggett

Houston
American Shuffleboard Sales Co., 254 W. Gray
Amusement Distributors, Inc., 1615 St. Emanuel
Central Sales, 2104 Leeland Ave.
H. A. Frantz & Co., 606 Dennis
H & H Dist. Co., 3016 Polk St.
Southern Vending Company, 1 Main St., Room 376
Steele Dist. Co. Inc., 2617 Leeland
R. Warncke Co., 3445 Leeland Ave.
Bill Williams Distributing Co., 91 Dennis St.

Lubbock
Wallace Dist. Co., 607 Broadway

Mineral Wells
Wallace Dist. Co., 205 N.E. 1st Ave.

Odessa
Sheffield Music Co., 1401 Maple St.

San Antonio
Commercial Music Co. Inc., 1415 So. Flores St.
B. J. Nicholas & Co. Inc., 226 So. Flores St.
Pan American Sales Co. Inc., 812 S. Presa St
Santone Sales Co., 121 Navarro St.
R. Warncke Co., 121 Navarro St.
Bill Williams Dist. Co., 1415 So. Flores

UTAH

Salt Lake City
Dan Stewart Co., 140 E. Second South Ave.
Don Stewart Co., 140 E. 2nd St. So.
Interstate Dists., 917 So. State St.
Mel-O-Dee Music, Inc., 712 S. State St.
R. F. Jones Co., 375 So. 2nd West
Struve Dist. Co. Inc., 963 Folsom Ave.
Thompson Dist. Co., 127 E. Second South

VIRGINIA

Bayside
Old Dominion Vend. Cer., 1925 Terrace Ave.

Bristol
Roanoke Vend. Exch. Inc., 63 Commonwealth Ave.

Norfolk
Diamond Coin Machine Exch. Inc., 609 Woodis Ave.
O'Connor Dist Inc.. 1611 Virginia Beach Blvd.

Portsmouth
O'Connor Vending Machine Co., 624 Crawford St.
J. A. Woodard Co., 13 Oakcrest St.

Richmond
Allen Dist. Co., 3409 West Leigh St.
O'Connor Vending Machine Co.., 2318 W. Main St.
Roanoke Vend. Exch. Inc., 4930 W. Broad St.

(Continued on page 57)

JOBBERS and DISTRIBUTORS

LISTED BY STATES

(Continued from page 56)

WASHINGTON

Seattle
American Shuf. Sales Co. of Seattle, 3144 Elliott Ave.
R. F. Jones Co., 309 9th Ave. North
Michael Dist. Co., 100 Elliott, W.
Northwest Sales Co., 3150 Elliott Ave.
Puget Sound Novelty Co., 114 Elliott Ave. W.
Western Dists., 3126 Elliott Ave.

Spokane
Western Dists. Inc., 1007 W. Wash. St.

Tacoma
Pacific Kiddie Ride Dist. Co., 1212 Tacoma Ave.
State Amusement Co., 1531 Broadway

WEST VIRGINIA

Charleston
Cruze Dist. Co. Inc., 1101 W. Washington St.
Roanoke Vending Ex. Inc., 625 Ohio Ave.

Fairmont
Mid-State Dist., Locust Avenue Extension

Martinsburg
Hutzler Vend. Mach. Co., 1301 Winchester Ave.

Oak Hill
Allied Sales Co., 401 Jones Ave.

Wheeling
Allen Sales, Inc., 937 Market St.
Tri-State Amusement, 149 18th St., Rear
Wheeling Coin Machine Exch., 2829 Loff St.

WISCONSIN

Beloit
Dan Savage Nov. Co., 628 Third St.

Green Bay
Bookmeier Sales Co., 148 No. Chestnut St.
Feel Coin Mach. Exch., 245 Summit St.
Union Sales Co., 409 N. Adams St.

Lake Geneva
H & M Sales Co., Box 414

Milwaukee
Badger Novelty Co., 2530 N. 30th St.
General Novelty Co., 519 N. 16th St.
Hastings Dist. Co., 6100 W. Bluemound Rd.
Mitchell Novelty Co., 3506 W. National Ave.
Paper Dist. Co., 3601 W. Fond du lac.
Pioneer Sales & Service, 3110 W. Fond du lac Ave.
Summerfield Inc., 2736 W. Tutonia
S. L. London Music Co. Inc., 3130 W. Lisbon Ave.
United Inc., 1101 W. Vliet St.

Sheboygan
Anthony Hirt, 2420 No. 8th St.

(Jobbers List Begins P. 53)

U. S. TRADE ASSOCIATIONS

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Music Operators of America
228 North LaSalle St.
Chicago, Illinois
Pres. Harry Snodgrass

National Automatic Merchandising Association
7 South Dearborn Street
Chicago, Illinois
Pres. Louis Risman

National Coin Machine Distributors Association
30 North LaSalle Street
Chicago, Illinois
Pres. Si Redd

LOCAL

California Music Merchants Assoc.
128 E. 14th St.
Oakland 6, Calif.
Pres. George Miller

Music Operators of Connecticut
242 Trumbull St.
Hartford, Conn.
Pres. Abe Fish

A.M.O.A. of Miami
8163 N.E. 2nd Ave.
Miami, Fla.
Pres. James I. Mullins

Georgia C. M. & Vending Assoc.
Atlanta, Ga.

National Vendors Assoc.
134 N. LaSalle St.
Chicago, Ill.
Pres. Bertrand Fraga

Record Music Service Assoc.
Room 1605
188 Randolph St.
Chicago, Ill.
Pres. Frank LaMaskin

Illinois Amusement Assn.
208 N. Madison St.
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(Continued on page 58)

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Seattle 1, Washington
Phone 206-AT4-8030

TRADE ASSOCIATIONS

(Continued from page 57)

Music Operators Society of St. Jos. Valley
130 N. Ironwood Dr.
Mishawaka, Ind.
Pres. Frank R. Fabiano

Iowa Music Operators Assn.
1337 2nd Ave.
Des Moines, Iowa
Pres. Jack Jeffreys

Kansas Music Merchants
Salina, Kans.
Pres. Richard McClanathon

Amusement Machine Oprs. Assn.
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Baltimore 18, Md.
Pres. Irv Goldner

Kansas City Music Oprs. Assn.
2905 Southwest Blvd.
Kansas City 8, Mo.
Pres. John Masters

Music Guild of Nebraska
201 South 13th St.
Omaha, Neb.
Pres. Frank Halys

Music Guild of New Jersey
c/o Essex House
Newark, N.J.
Pres. Dick Steinberg

Music Oprs. of New York, Inc.
250 W. 57th St.
New York, N.Y.
Pres. Al Denver

New York State Operators Guild Inc.
P.O. Box 371
Beacon, N.Y.
Pres. Mike Mulqueen

New York State Coin Machine Assn.
Box 204
Hurleyville, N.Y.
Pres. Millie McCarthy

Westchester Oprs. Guild Inc.
116 N. Main St.
Port Chester, N.Y.
Pres. Carl Pavesi

Phonograph Merchants' Assn.
928 Leader Building
Cleveland 14, Ohio
Pres. Jack Cohen

Eastern Pennsylvania Amusement Machine Assoc.
10 East Main St.
Norristown, Pa.
Pres. J. J. Smith, Jr.

Amuse. Mchs. Assn. of Philadelphia
685 N. Broad St.
Philadelphia, Pa.
Bus. Mgr. Jos. Silverman

Northeastern Pennsylvania Music & Machine Operators Assoc.
P.O. Box #348
Scranton, Pa.
Pres. Ben Sterling

South Dakota Phonograph Operators Assn.
125 N. Monroe St.
Pierre, S.D.
Pres. Gordon Stout

Music & Vending Assoc. of S.D.
Lead, South Dakota
Pres. John Trucano

Music Operators of Virginia
2001 W. Main St.
Richmond 20, Va.
Pres. Hy Lesnick

West Virginia Music & Vending Assn.
P.O. Box 1122
Huntington 14. W. Va.
Pres. Bill Anderson

Wisconsin Phonograph Operators
115 Smythe St.
Beaver Dam, Wisc.
Pres. C. S. Pierce

Milwaukee Coin Machine Assoc.
6100 W. Bluemound Rd.
Milwaukee 13, Wisc.
Pres. Sam Hastings

VENDING ASSOCIATIONS and COUNCILS

California Automatic Vendors Association
(A Council of N.A.M.A.)
Pres. Charles Mananian
MAB Industrial Vendors, Inc.
2915 West Temple
Los Angeles 26, California
Tel: Du. 5-0231

Canadian Automatic Merchandising Association
Secy. Vernon Lang
333 Bloor Street, West
Toronto 5, Ontario, Canada
Tel: 9-247341

Connecticut Automatic Merchandising Council
Pres. Louis P. Grossman
How Dee Company, Inc.
1156 State Street
Springfield 9, Massachusetts
Tel: Re. 4-8201

Florida Automatic Merchandising Council
Pres. Fleming W. Conyers
Kwik Kafe of N. Florida, Inc.
2551 Edison Avenue
Jacksonville 4, Florida

Georgia Automatic Merchandising Council
Pres. Lee (Bud) Wilkie
Southern Venders
107 Center Avenue
East Point, Georgia
Po. 7-6545

Indiana Tobacco-Candy Distributors & Vendors, Inc.
(Latest available information—3/6/62)
Pres. Orville Holmes
A. Holmes Company
809 East Market Street
Jeffersonville, Indiana
Tel: Bu. 3-6659

Kentucky Association of Tobacco Distributors
Don Greene
P.O. Box 8096
Lexington, Kentucky

Kentucky Vending Association
Pres. W. H. Threlkeld
Canteen Company
6228 Strawberry Lane
Louisville 14, Kentucky
Tel: Em. 6-0361

Louisiana Council of Automatic Merchandising
(A Council of N.A.M.A.)
Pres. Richard A. Hoose
New Orleans Cigarette Service
730 Pierce Street
P.O. Box 19387
New Orleans 19, Louisiana
Tel: 488-6626

Maryland Automatic Merchandising Council
Pres. Gordon Eldridge
Canteen
1800 Parkman Avenue
Baltimore 30, Maryland

Massachusetts Automatic Merchandising Council
Chairman of Executive Committee: Louis P. Grossman
How Dee Company, Inc.
1156 State Street
Springfield 9, Massachusetts
Tel: Re. 4-8201

Michigan Tobacco & Candy Distributors & Vendors Association
Pres. Lester Greenspan
Nor-Les Sales Company
2676—18th Street
Detroit, Michigan

Vending Association of Minnesota
Pres: Norman Rose
The Pioneer Company, Inc.
266 East 7th Street
St. Paul 1, Minnesota

Mississippi Automatic Merchandising Association
Pres. Robert W. Lott
Lott Vendors, Inc.
314 West Fortification St.
Jackson, Mississippi
Tel: Fl. 5-4758

New Jersey Automatic Merchandising Council
Pres. Russell F. Stokes
Canteen Company
187 Washington Avenue
Nutley 10, New Jersey
Tel: No. 7-8550

New York Automatic Vending Association
(Last elections—November, 1962)
Pres. Harold Folz
Folz Vending Co.
P.O. Box 5
Oceanside, L.I., New York
Tel: Or. 8-3600

New York Cigarette Merchandisers Association, Inc.
Pres. Max Weiss
M. W. Vending Company
4315 Church Avenue
Brooklyn, New York
Hy. 3-9510

North Carolina Vending Association, Inc.
Vice-Pres: Richard D. Coonen
Macke Industrial Vending Co.
2701 Rozzells Ferry Road
Charlotte 1, North Carolina

North Dakota Vending Association
Pres. Irv Linderholm
F. M. Coffee Vending Service
419 North Pacific Avenue
Box 1211
Fargo, North Dakota

Northwest Automatic Merchandising Council
(A Council of N.A.M.A.—includes the states of Alaska, Idaho, Montana, Oregon and Washington)
Pres. James Warden
Canteen Service Co. of Tacoma
5711 McKinley Avenue
Tacoma 4, Washington

Ohio Automatic Merchandising Association
Pres. James H. Scott
Canteen Div. of ACCA
1444 Goodale Blvd.
Columbus 12, Ohio

Oklahoma Automatic Merchandising Council
Pres. Al Nechanicky
Canteen Service Company
620 West California
Oklahoma City, Oklahoma
Tel: Ce. 5-1528

Pennsylvania Automatic Merchandising Council
(A Council of N.A.M.A.)
Pres. Alan Morrison
Morrison Vending Service
40 Philadelphia Street
Hanover, Pennsylvania
Tel: Me. 7-3731

South Carolina Automatic Merchandising Association
1138 Bull Street, Columbia, South Carolina
Pres. Doug Cromer
Anderson Vend-A-Matic Service
507 Walden Parkway
Anderson, South Carolina
Tel: Ca. 5-8696

South Dakota Music And Vending Association
Pres. John Trucano
Blacks Hills Vending
Deadwood, South Dakota

Texas Merchandise Vending Association, Inc.
Pres. John Ogden
Automatic Vending Co.
1050 Eastside
El Paso, Texas
Tel: Pr. 2-5228

Music Operators & Vendors of West Virginia
Norman J. Tweel
American Cigarette Service, Inc.
607 Twelfth Avenue
Huntington 1, West Virginia

Wisconsin Automatic Merchandising Council
Pres. Carl Millman
Automatic Merchandising Corp.
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Tel: Hi. 5-4473

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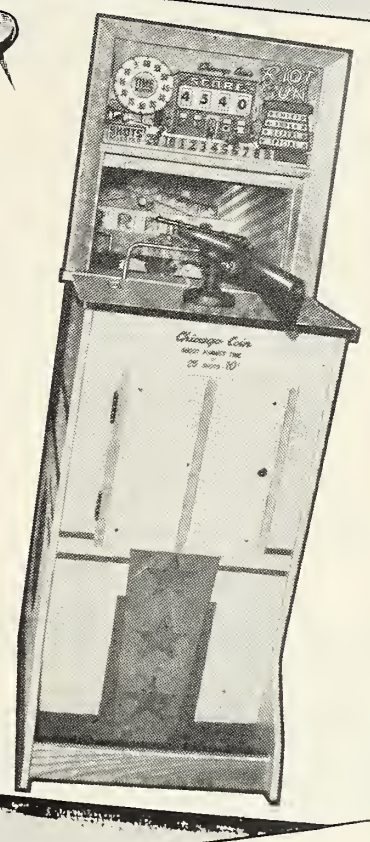

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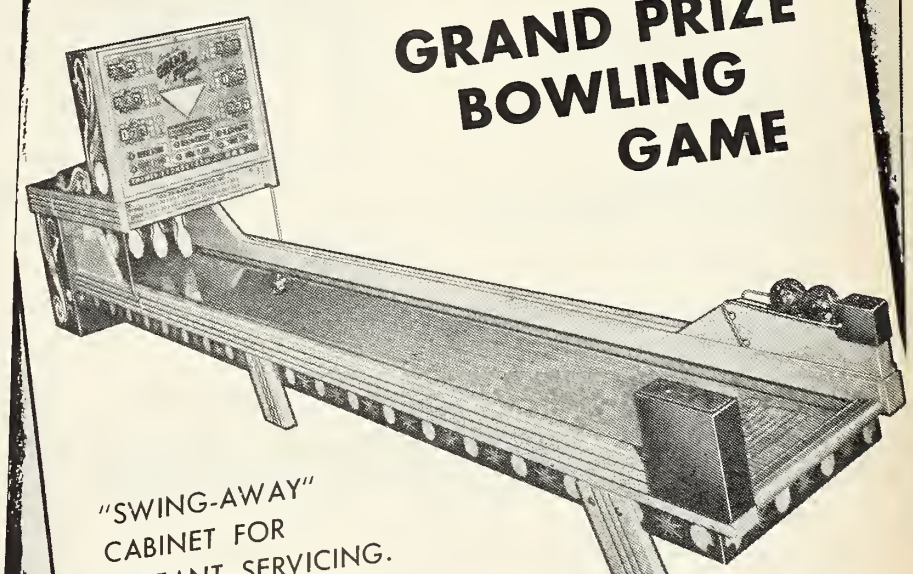
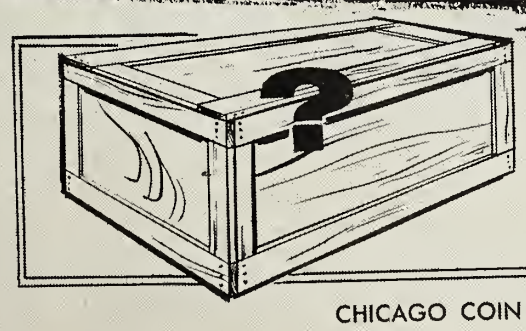


"SWING-AWAY" CABINET FOR INSTANT SERVICING.



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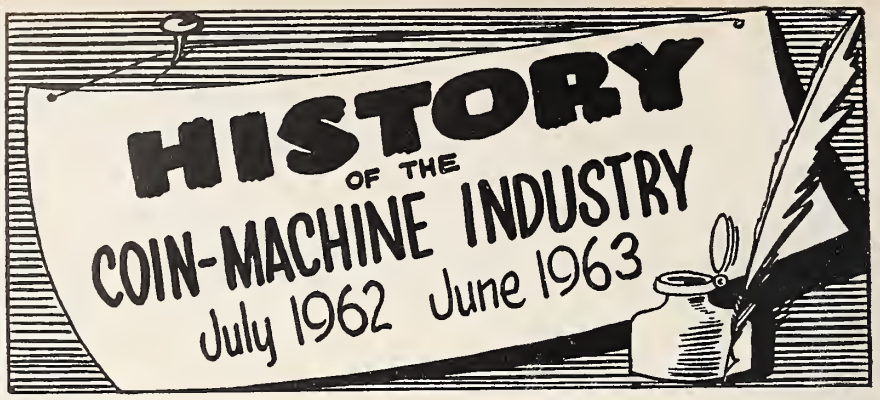


1962

JULY

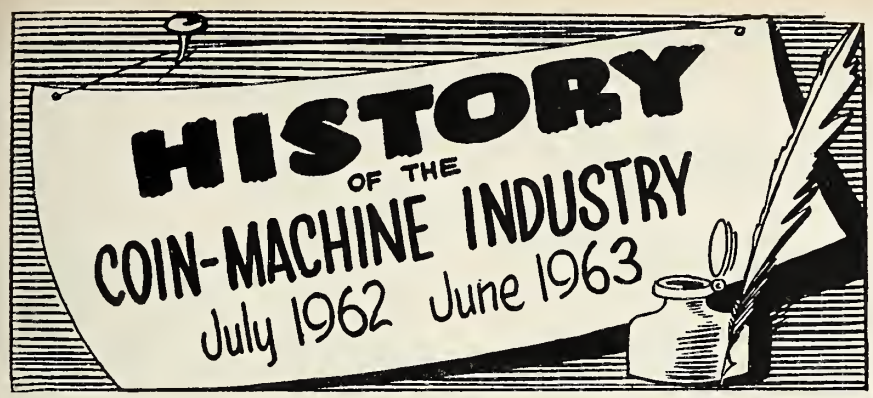
Nebraska approves of new look at MOA ★ Westchester ops re-elect entire slate ★ MONY plans silver anny ★ Joel Kleiman forms Pioneer Sales & Service, a Rowe AC distrib ★ United names Sandler, Sutherland ★ NAMA chooses San Francisco for Convention ★ CMA draws 500 at Catskill outing ★ Hot beverage safety meets held nationally ★ Bally names Martin & Snyder ★ Urban chooses distribs in east ★ Gordon named sales chief of Seeburg, O'Brien realigns top brass ★ 105 firms to show at NAMA ★ Jack Low resigns from Wittenborg ★ ChiCoin hires Bidenkap ★ Henry Slavis dead ★ Runyon skeds five service schools ★ Houston ops discuss pool table ban ★ J&J Distribs expands ★ Midway ships Target Gallery ★ Redd national agent for Shine polish ★ Rock-Ola buys Bally's cig vender ★ Red Rabbitt chain features vending machines ★ Williams ships Friendship 7 pingame ★ Urban says Peek-A-Rama sales gain ★ Seeburg sets European parts div ★ Sun-Glo sales up 20% ★ Nail-Tone names Munves, Mencuri ★ Jack O'Donnell dies ★ Midwest distribs take to Cinch shine product ★ Roanoke, Banner, Santone to distribute Rowe venders ★ Badger hosts Seeburg service school ★ New Celler Bill introduced calls for $5 per machine annually ★ Gottlieb intros Cover Girl 2-plyr ★ Angott holds school for 50 ★ ChiCoin intros World's Fair rifle ★

AUGUST

MOA names Bob Blundred managing director ★ United intros Action shuffle and Sahara bowler ★ Seeburg's Silverman cites success of 33 singles ★ Royal plans Columbus party ★ Wurlitzer sales up for qtr. 2.3% ★ Omaha plans pool table tourney for TV ★ New Brass Rail restaurant opens in Chi ★ Macke qtr sets new high ★ Bill Weiner named for Smokeshop in N.Y. ★ Virginia ops plan annual for Sept ★ West Va. ops to hold affair end of Sept ★ Texas law kills 2% sales tax on purchases of 24¢ or less ★ ChiCoin ships Royal Crown bowler ★ Urban takes to road with kiddie movies ★ Raytheon intros new microwave oven ★ Edinger named Rowe AC district mgr ★ Lou Ribel to head Rowe AC distribs ★ Williams ships Valiant 2-plyr ★ Blundred sets goals for MOA ★ Gottlieb releases Preview 2-plyr ★ 142 attend Royal's Columbus shindig ★

SEPTEMBER

Seeburg distribs attend convention in Chi ★ Omaha ops get sponsor for TV pool table tourney ★ Active holds Rock-Ola coffee school ★ Bush named to Curtiss post ★ Eastland Bill passes conference committee ★ Myron Sugerman to Latin America ★ Bilotta displays at NYS Exposition ★ Seeburg intros new model LP Console ★ Publicly owned firm acquires Badger, name changed to Amco ★ Bally to discontinue bingo production if Eastland Bill passes ★ Blundred plans NYC trip ★ Runyon to distribute Midway in 4 states ★ Rock-Ola has new single cup brewer ★ Macke 9-mos. hits $25 million ★ Seeburg distribs hold shows across country ★ New album plan, Little LP, unveiled for new Seeburg model ★ American Shuffleboard ships Electra pool table ★ Carlos Salazar dead at 39 ★ Interstate awarded Humble Oil vending contract ★ Dan Donahue heads new Amco company ★ 450 attend NYS Associations Catskill outing ★ Rock-Ola unveils Rhapsody 160 and Capri 100 ★ Rock-Ola appts, Wallace and Booth for W. Va. ★ NYSCMA re-elects Millie McCarthy ★ Gottlieb ships Olympics pin ★ World Wide expands space ★ Kurt Kluever joins World Wide ★ Irving Kaye announces Deluxe Klub Pool ★



1962

OCTOBER

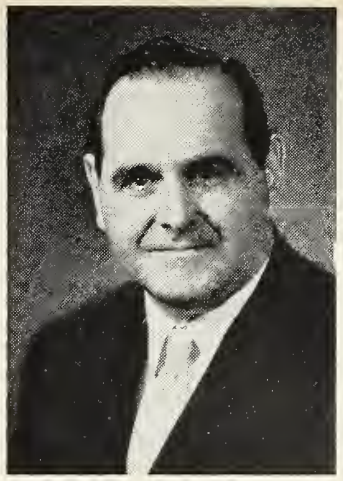
Valley to add to present plants ★ AMOA of Pennsy calls urgent meet on pin bans ★ Morrison re-elected Pa. council prexy ★ NAMA promises 130 exhibits ★ Bally ships Big 7 shuffle ★ United delivers Circus roll-down game ★ ChiCoin names Glass Dist ★ 680 ops attend Davis showings upstate ★ W. Va. ops elect Anderson prexy ★ Expect $30 million export year ★ MOA sets May 5, 6, 7 dates ★ ChiCoin ships Citation shuffle ★ Bally ships Twist bingo ★ Jack Harper named Rowe AC genl mgr ★ Wico catalog announced ★ Rock-Ola distribs meets wind up in Frisco ★ MONY asks games ops to join ★ Joe Orleck weds Pauline Slott ★ Jack Semel dies ★ Williams ships Vagabond pin ★ NAMA expects 5000 to SF Convention ★ Maryland Ops support CP drive ★ Williams shows Book Vendor at show ★ Seeburg displays new coffee, cigarette machines ★ Redd appts. 3 distribs for his Giepen line ★ Rock-Ola intros Coffee Model 3402 at NAMA show ★ Rowe AC shows entire line ★ Gottlieb ships Flipper Cowboy ★ George Miller resigns MOA post ★ Harry Snodgrass named president ★ JFK signs Eastland Bill ★ Rowe AC releases top talent tunes pack ★ Mitnick resigns All-Tech post ★

NOVEMBER

Ops urged to look to cigarette and candy vending for added income ★ Rock-Ola distribs hold showing on Big 3 for '63 line all over nation ★ Rock-Ola 1963 line launched in Europe by Nova Apparate ★ Eli Kasper dead at 65 ★ Tom Byrne joins Wurlitzer Boston staff ★ Bally releases Silver Sails bingo ★ Gottlieb ships Sunset 2-plyr ★ Sally Bilotta dies ★ Williams names Pioneer in Wisconsin ★ Seeburg LP Console introduced in Europe ★ NYC ops nominate 1963 slate ★ Taran to distribute pool ball line ★ Railroads test automatic diners ★ Wurlitzer phonos reportedly selling at high level ★ Wurlitzer appts. Musical Distributors for NY-NJ-Conn ★ Penna. ops back MOA 100% ★ Royal to distribute Rowe AC line ★ Wing added to Gottlieb hospital ★ Text of Eastland Bill published ★ United ships Lancer shuffle, Lucky bowler ★ Thom McAn tests venders in outlying areas ★ Williams ships Mardi-Gras 4-plyr ★ Keeney announces a postal vender ★ Missouri and W. Va. associations back MOA ★ Seeburg names Dan Collins eastern VP ★ Williams takes Book-O-Mat on road to test reaction ★ Continental gets contract for hot food in Chi factory ★ Betti keeps European slate quarries busy overtime for pool table demand ★ Fischer ships 1963 pool table line ★

DECEMBER

Juke box commercials offered to ops in NYC via Denver plan ★ Indiana ops back MOA program ★ Snodgrass asks support from all levels ★ O'Brien leaves Seeburg top post ★ Plan nationwide dineomat chain under Pat Boone name ★ Gordon heads Seeburg show in Europe ★ Parks show opens in Chi ★ Amco moves plant ★ Kleiman hosts Pioneer opening ★ Bill Adair joins Seeburg as VP ★ Jack Palmer forms new European import-export firm ★ Plan nationwide network of standard pool parlors as pool interest skyrockets ★ Denver re-elected for 18th time to MONY post ★ Ditchburn to distribute Wurlitzer ★ Seeburg appts. Seeburg (GB) Ltd ★ Interstate plans new plant ★ Macke buys Southern and Shafton vending firms ★ Background music shown to improve job performance ★ Port strike threat in east bared ★ MOA heads meet to discuss convention ★ New Munves 'Turnpike wins Parks Show prize ★ Expect Texas sales tax law to pass ★ Williams ships 4 Roses pin ★ Gottlieb ships Rack-A-Ball ★ Rowe AC decentralizes sales on venders, sets 6 marketing regions ★ Bingo distribs keep busy shipping before Dec. 17 deadline on Eastland Bill ★ Seeburg Bally names Coin Mart for Louisiana, Miss ★ Atty. Genl. issues bulletin for compliance with Eastland Bill ★ Cleveland Coin has record year ★ George George dead at 49 ★ IRS agents seize multiple-coin games without $250 stamps in twenty states ★ Cine-Sonic offers background music deal ★ Mitnick to distribute slate, tables ★



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HURLEYVILLE, NEW YORK

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on its help to all in our industry

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on its

21st Anniversary

NEW YORK STATE OPERATORS GUILD

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CASH BOX

On Its 21st Anniversary

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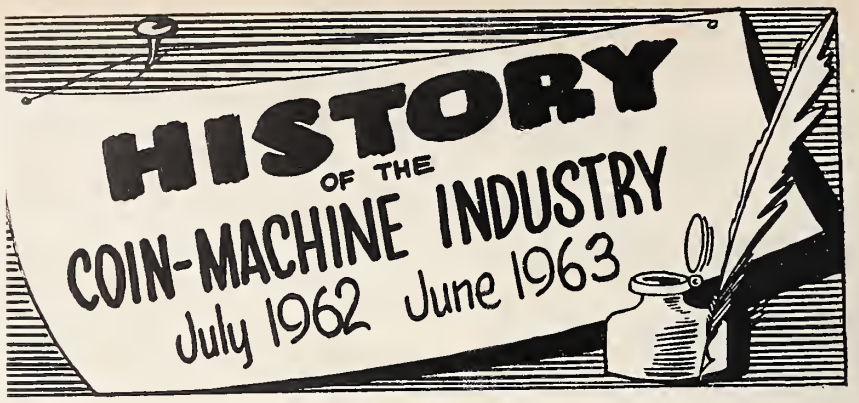
NEW YORK, N. Y.

ALBERT S. DENVER, *President*



1963

JANUARY

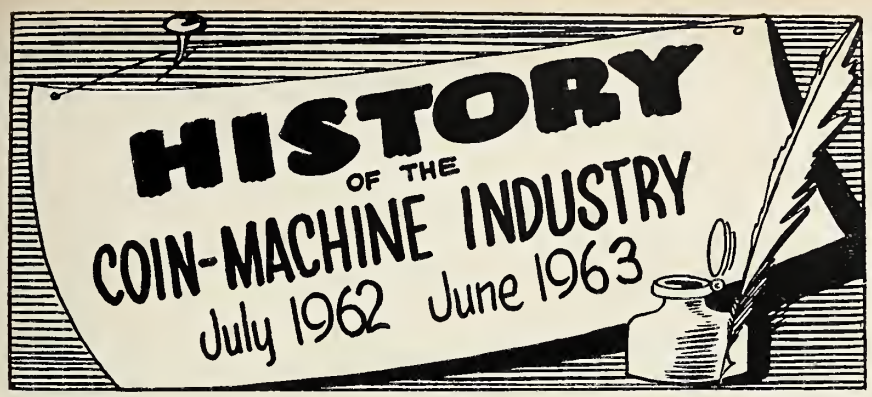
MOA alerts Ops to IRS ruling ★ Belgium increases bingo imports ★ Dan Finegan passes away ★ Vending through automatic restaurants presents many problems ★ Coffee prices up ★ Amco reports good year ★ Max Roth honored ★ Michael Distributing holds Seeburg vending schools ★ Wurlitzer intros new Model 2700 phonograph line ★ Stu Auer named Seeburg west coast mgr ★ Morris Nahum returns from European export trip ★ Williams ships Tom-Tom 2-plyr ★ Seeburg issues second edition of Little LP catalog ★ Bally intros Bucky horse ★ Gordon named Seeburg exec VP ★ United appts Atlas-Des Moines ★ Coin-op dry clean biz not doing well ★ Canteen installs 12 machines in Chi police offices ★ NAMA discusses problems in Florida ★ Rowe AC names MacGregor, Huebsch, midwest reps ★ Bilotta leads off parties for Model 2700 showings ★ Seeburg sales hit $51 million, net 89¢ share ★ Nate Feinstein and Irv Ovitz buy World Wide ★ ATE exhibits sold out in advance ★ John Chandler dies ★ Milwaukee re-elects Hastings ★ Arnold Silverman joins Amco ★ Mar-Matic names Jim Cherry for overseas ★ Canteen reports all-time $223 million for year ★ ChiCoin ships All-Star baseball ★

FEBRUARY

68 firms exhibit at record-breaking ATE in London ★ Overflow convention highlights go to local hotels ★ World Wide initiates service school schedule ★ NYS ops retain law firm to battle pool table ruling ★ Operation Alert! begins 64-city tour ★ Bally ships Table Hockey ★ J. D. Cox dies at 63 ★ Cinebox tested in NYC's Grand Central ★ Midway ships Carnival Target Gallery ★ MOA works toward membership goal ★ Celler Bill back in spotlight ★ MOA's Blundred tours nation addressing operator associations ★ S.C. ops elect Green, Bradford, Witt, Keels, Fisher ★ Dav-Mar intros new movie machine ★ Rowe AC names Lunday, Laird to rep posts ★ Phono mfrs. build 33 record catalogs ★ Davis names Leask, East Mgr ★ Gottleib ships Gaucho 4-plyr ★ Count 2800 at ATE show ★ Penna. ops organize for drive on membership ★ West Coast college intros 2-yr vending service course ★ Hy Lesnick buys Richmond Amusement ★ Bill Kennedy agency man dies ★ LaMaskin succeeds Kies at RSMA ★ Rosen offers $500 bond to lucky op at schools ★ Seeburg promotes Bodoh, Kenney ★ United ships Caravelle shuffle ★ Seeburg reorganizes, names seven VP's ★ Wurlitzer names Dietrich asst sales mgr ★ Eastern Vending Distribs name Nolan, Sonier ★ Bally releases Spinner novelty ★ Rowe AC holds distrib meets ★ Williams ships 'Big Deal' pingame ★ MONY holds membership drive ★ UJA-NYC begins meetings ★

MARCH

United ships Sabre bowler ★ "Tac" Elms orders 500 Seeburg LP Consoles, 1,066 Consolettes in record purchase ★ Scopitone machine comes to Britain ★ Mar-Tabb continues large growth ★ Tape-Athon launches background music program for ops ★ Globe Consumer holds annual meet ★ Davis hosts coffee schools in four cities ★ AMOA hold Norristown meet ★ MOA sets Sept. 4, 5, 6 for Convention in Chi ★ Ralph Sheffield dead at 49 ★ Seeburg net up 108% ★ Rowe AC names Runyon for Jersey ★ Univ. Match installs new-type postal machines ★ New Wico pin hood conversion ★ New Sandler building goes up ★ Si Redd promotes Spinner's compulsiveness ★ Dan Stewart dead at 63 ★ Joe Robbins goes to Europe ★ 135 go to Culp's Oklahoma showing ★ Cine-Sonic announces 14-inch reel ★ Vending program set for schools ★ ChiCoin intros Grand Prize bowler ★ Davis hosts 60 ops at service school ★ Williams intros Major League baseball game ★ Bally intros Fun-Phone ★ United names Dtruve in Colorado ★ West Va. ops defeat per machine tax ★ Wurlitzer names State Sales & Service for Md. ★ Apollo and Stereo join forces ★ Rowe AC appts Sparks for Ga. ★ Bally re-enters novelty business, ships Moon Shot 5-ball ★ Bilotta promotes Wurlitzer Tunes on local station ★ Bill Runzel dies ★ Midway ships Slugger baseball ★ AMA drops tobacco-health study ★ Smokeshop intros Starlite model ★ Rodstein helps set vending school in Philly ★ Al Simon takes Rock-Ola line in New England ★ Cinebox licensed to be manufactured in US by Estey Electronic Corp. ★ Ratajack to manage Cinebox sales here ★ Williams appts Amco ★ Continental $4 million shortage revealed ★ Bally uses mechanical features of bingos on new pins ★



1963

APRIL

Export business totals $30 million for '62 ★ Fleming Johnson dead at 55 ★Royal buys new building in Cincy ★ Miller re-elected CMMA prexy ★ London's Cinebox to release six films per month ★ copitone producing films in Europe ★ Export seminar held in NYC Art Rutzen to conduct ★ Rowe AC appts. So. Amusement, Arkansas, Auto. Music, Oklahoma ★ Op Alert! program has 400 local chairmen ★ Nahun discusses European leasing ★ 25,000 attend London pub owners show equipment displayed ★ Mondial execs to tour Europe ★ MOA holds board meet ★ UJA decides on district attorney for guest ★ Bally ships Cross Country pin ★ Canteen of Okla. buys Wichita ★ NYC cigs taxed again ★ Rock-Ola European ops visit Chi factory ★ Kaye streamlines pool table lines ★ Seeburg Little LP Catalog grows ★ Wurlitzer names Clayton Ballard for L.A. branch ★ Tom Sands leaves Rowe AC for Sheldon Sales post ★ Gene Smith dead at 72 ★ MOA announces a new look ★ Fire destroys Valley cue stick plant ★ United ships Crest shuffle ★ Rock-Ola buys Williams Book-O-Mat machine ★ Superpack changes corporate name ★ Urban names Diamond ★ MOA ponders Code of Ethics ★ Seeburg okays return to MOA Convention, Bill Adair makes announcement ★ Bally ships Super 8 shuffle ★ Celler postponement requests denied ★ Vending highlighted at Tokyo Fair ★ Allen Smith joins So. Amusement, distrib adds 3000 ft ★ Conservator named to handle Continental's management ★ Jack Davis named Coan sales head ★

MAY

MOA asks music ops to volunteer for official nominations ★ Nebraska music ops draw big crowd at Omaha meet ★ Continental conservator makes optimistic statements ★ PM intros Paxton cigarettes ★ Rudd-Melikian adds three new salesmen ★ Interstate to operate at World's Fair ★ Gottlieb intros Slick Chick 1-plyr ★ Williams ships Jumpin' Jack's ★ Blundred addresses Nebraska ops ★ Seeburg appts Keefer treasurer ★ United ships Regal bowler ★ Mar-Tab moves to new quarters ★ Estey names David Rosen Cinebox distrib ★ Virginia ops donate $500 to Celler fight ★ Sam Stern takes 'round the world trip ★ Rockefeller signs pool table bill permitting 6-pkts in locations outside NYC ★ Seeburg announces foreground music with Encore unit ★ Rock-Ola expands midwest sales team ★ Bilotta's equipment placed in Catskill region ★ Rowe AC regional meet held at Rosen's ★ Empire expands sales force ★ Nash Gordon leaves MONY, Ben Chicofsky named mgr, Gordon goes to Master Automatic ★ R-M shows at int'l. vending shows ★ Music ops await Celler Bill $5 proposal ★ ChiCoin ships Strike Ball shuffle ★ 41st Milan Trade Fair hosts coin machines larger than ever ★ UJA sets May 13 date ★ London vending show grows in size as May date approaches ★ Hardy named Canteen Int'l prexy ★ 1962 vending production up 8% ★ Wurlitzer sales down 3%, net up 25% ★ W. Va.'s Bill Anderson works at politics both home and abroad ★ MOA announces forums, discussions for Convention ★ Ted Nichols MOA chairman ★ California donates $1600 to MOA ★ NYS Guild donates $200 to MOA ★ Wisconsin ops send $500 to MOA ★ Milwaukee challenges $250 tax stamp ★ Tac gets Seeburg line in New Orleans ★ Si Wolfe joins factory as exec ★ NYS Vending Ops hold Catskill outing ★ Keeney ships Go-Cart pin ★ NYS Guild elects Mulqueen ★

JUNE

Ops urged to look at vending potential ★ MOA meets with four phono firms as at oshpere defrosts ★ Tape-Athon announces 4-channel taped programs ★ Serves two locations on premise with different music ★ Decals warning against slugs made available ★ 52 firms display at London's vending show ★ US vendors dominate ★ NYS Medicos hit smoking ★ Chi ops send MOA $250 ★ New cue stick plant nears completion in Minnesota ★ Williams ships Swing Time 1-plyr ★ United ships Rumpus shuffle-targette ★ Sam Taran quits business ★ German arcade ops may join local associations to combat rulings ★ Frank Miller drowned ★ Cy Glickman still on Phillyscene after 30 yrs as steppin' Sam ★ Eli Ross to distrib Rock-Ola in Fla ★ UJA draws 500 at NYC dinner honoring district attorney ★ Empire holds service school in upper Mich ★ Iowa repeals cig vendor ban ★ Va. ops conduct MS drive ★ Davis publicly promotes new LP Console with displays ★ Rowe AC okays MOA Convention attendance ★ Williams ships Skill Pool 1-plyr ★ $55G raised for UJA by coinmen ★ Rosen intros Cinebox to tavern owners ★ NAMA signs 133 firms for Chi show ★ Interstate takes new Chi offices ★ Millie McCarthy recovers from auto accident ★ ChiCoin ships Riot Gun ★ Midway ships Rifle Range gun ★ Cinebox negotiates for 50 films ★ Silverman to head assoc. activities at MOA Convention ★ Shuffle-bowler tourney play in Ohio spurs collection ★ Carl Pavesi re-elected Westchester pres ★ Rowe AC equipment on TV ★ Wall St. Jnl. reviews pingame exports ★ Sol Tabb holds opening of new Miami plant ★ Southland intros Speedway game ★ Mondial revises European distrib set-up ★ Rock-Ola, Wurlitzer okay MOA Convention ★ Rosen sales reps to Europe ★ Stanley Green names Mickey Greenman as Cinebox sales head ★ Cinebox premiered in NYC ★ Vending a major part of Tokyo Fair ★ Cig industry drops college promotions★

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CHICOIN Amusement and arcade—makes money!
UNITED Shuffle-bowlers—makes money!
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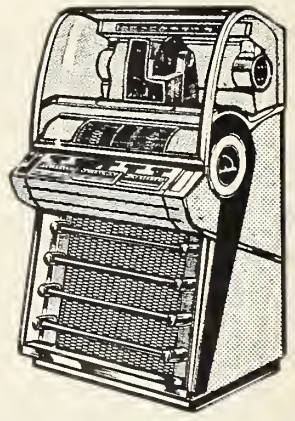

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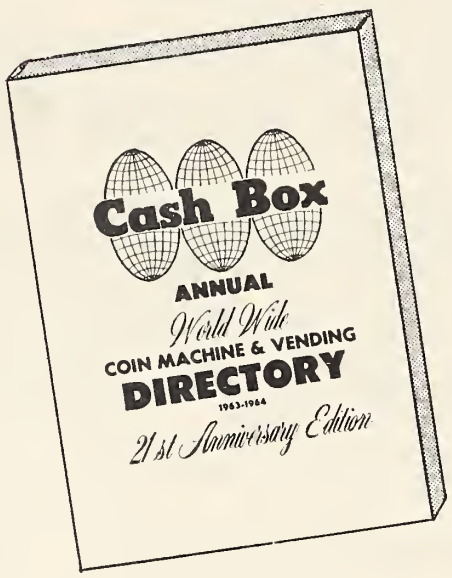

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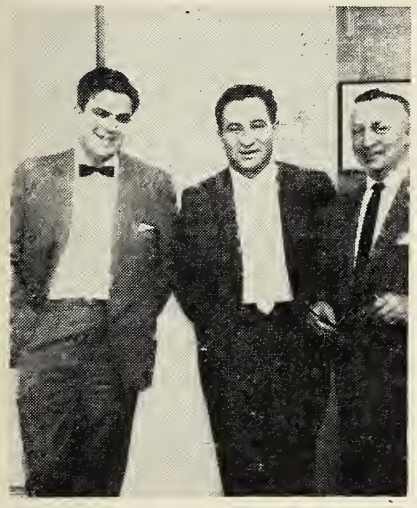
Gisser Studies Export Market, Sees Potential In Crane, Kiddie Rides

CLEVELAND — The Holly Crane, highly popular machine once manufactured in this country, is being duplicated by a European firm and with great success, according to Morris Gisser, president of Cleveland Coin International, exporters of all types of coin-operated equipment.



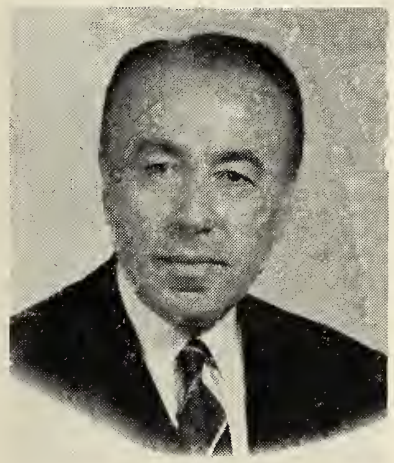
FOREIGN VISITORS: L. to r., Mr. Geller, Mr. Dubcovsky, and Morris Gisser discuss export business. The coinmen are from Buenos Aires.

The crane, which is called "Jaguar," has been refined and one of the new features includes a service advantage. The machine can be operated on any voltage presently existing in the foreign fields. The coin chute is made available for all foreign coins since the machine is designed for the world's markets.

Gisser does a big export volume and studies many of the markets he serves. At the moment, in addition to the crane possibilities, Gisser is watching the kiddie ride market. He claims they are being reproduced in certain foreign countries and where shipping is an important factor, the Cleveland firm may be in a position to serve these markets very shortly.

Cleveland Coin International has been recently developing the Japanese markets with success and looks to a larger export volume this year than during any previous year in the export firm's history.

Mondial Distribs Set



SUREN FESJIAN

NEW YORK—Following a European tour by Mondial Commercial Corporation's Aspet Varten, the firm's President, Suren Fesjian, advised Cash Box last week that revisions in the Mondial Official Distributor Network in Europe have been completed and sales plans for the fall season have already gotten underway. The firm is exclusive European distributor for D. Gottlieb & Co., Chicago Dynamic Industries, Williams Electronic Manufacturing Corp. and several other amusement machine manufacturers in the United States.

A Complete Listing Of All Advertisers In Part III Of The CASH BOX Directory Appears On Page 12 Of Part I, The Music-Record Section

NOVA Head To Visit U.S.A.

ALFRED ADICKES

HAMBURG, GERMANY — Alfred Adickes, President of Nova Apparate GMBH, Hamburg, Germany, will attend the Music Operators of America Convention in Chicago, Sept. 4-6, and stay on for the NAMA Convention which immediately follows the coin machine show. Nova is European representative for Rock-Ola and Gottlieb.

MOA Execs Call On West Coast Outlets

LOS ANGELES—Harry Snodgrass, President of MOA, and Bob Blundred, Managing Director were in Los Angeles last week on a visit with a twofold purpose. They were here first to discuss plans for the 1963 MOA Convention with game manufacturers and West Coast record companies, and second to explore the question of "what MOA can do to be of greater assistance to the record companies." Harry Snodgrass said the visit would enable him "to explore the many facets of the phonograph and record industries and find where the two can assist each other in improving joint relationships." Snodgrass also added that he found it was "the unanimous opinion of the record companies that they wish to assist MOA in the overall development of the music industry."

New Rock-Ola Phono Line Previewed At Regional Sales Meeting In NYC

ED DORIS

NEW YORK—Rock-Ola distributors from the Eastern Region filed into New York's Summit Hotel here on Friday, August 2, to attend the first in a series of Rock-Ola Regional Sales Meetings designed to send the firm's new "Capri II Model 414S" and "Rhapsody II Model 418SA" phonograms into the higher sales orbits, the sales path the firm's current equipment is presently traveling. No specifics on the equipment were available from Rock-Ola Manufacturing executives at press time but the firm was said to have had big plans for the season with four new phonographs ready for operators who will see the machines during Distributor Open House celebrations scheduled during September 16-21, and a new cigarette vender—the Rock-Ola Caravelle Cigarette Machine— which will also be premiered at that time.

Rock-Ola Manufacturing Corporation executives led the firm's staff into New York City and included in the group were Vice-President Ed Doris, and George Hincker, Advertising and Promotion Manager of the manufacturing firm. Names of factory sales and service representatives also in attendance at the distributor meeting were not available at press time.

On hand, representing the eastern distributors, were representatives from the following firms: Active Amusement Machines Co., Phila.; Allied Sales Co., Oak Hill, W. Va.; Victor Conte Music Co., Utica; Flower City Distributors, Rochester; General Vending Sales, Baltimore; Greco Bros. Amusement, Glasco; J. M. Novelty Co., Youngstown; B. D. Lazar, Pittsburgh; Music & Vending Corp., Boston; Seacoast Distributors, Eliazbeth; Albert Simon, NYC; Betson Distributors, North Bergen; and Eli Ross Distributors, Miami.

On August 6, the Southern Regional Sales Meeting will take place in the Royal Orleans Hotel, New Orleans, La. On hand for this meeting, among the distributors, will be: AMA Distributors, New Orleans; Amusement Distributors, Houston; Coin Automatic Distributing, Johnson City; Franco Distributing, Montgomery; LeStourgeon Distributing Co., Charlotte; Pan-American Sales Co., San Antonio; Robinson Distributing Co., Atlanta; S&H Distributing Co., Shreveport; S&M Distributing Co., Memphis; Sanders Distributing Co., Nashville; and State Music Distributors Inc., Dallas.

Later meetings scheduled in other areas will be held August 9 when Western Regional Sales Meeting meet at the Mark Hopkins, San Francisco; and Midwest meetings August 15 and 16 for territorial distributors and export reps. The midwest meets will be held either in the Palmer House or the Lake Tower.

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The Celler Bill — HR 7194

■ Next Stop, The House Of Representatives

WASHINGTON, D.C.—The Celler Bill HR 7194 which was voted upon favorably by the Full House Judiciary Committee on July 25 will be reported upon by the Committee to the House of Representatives for action on the House Calendar. The Bill must also go before the House Rules Committee before it is considered for action by the House.

The Celler Bill calls for outright repeal of the present juke box operator exemption from the Copyright Act of 1909. There has been no fee proposal nor collection method outlined in the bill. In the terms of the Washington politicos, it is a "clean" Bill and will do nothing more than remove the exemption.

As for methods of collection, it is the opinion of people of authority that the Performance Rights Societies will follow through on a clause in the Bill which excludes location owners from paying the fee, but obligates the location owner to give the name of the music machine operator who in turn will then be contacted by a Society representative and a bargaining arrangement will take place.

Enormous as the task seems, ASCAP for one is quite capable of such a program, and since the Bill, if voted upon favorably, will not go into effect until 1965, it is expected that a large majority of music operators will be paying the performance rights fee or stand ready to suffer the consequences of infringement of the Copyright Act.

The road ahead for the Bill's progress is a long one. Following the House action, if any, the Bill must go to the Senate where similar hearings are held. But it is the opinion of those in Washington that the Bill's chances of passage are better than ever before.

Representatives of the Music Machine Operators have gone on record as saying that 100% opposition will continue to be the program for defense and that the battle will continue every step of the way.

At press time there was no official word on the progress of the Bill since the Full House voted favorably two weeks ago.

Hermitage Forms Vendors Inc., Acquires Beavers's Assets, Plans Bulk Vendor Production By Sept.

NASHVILLE, TENN.—C. V. (Red) Hitchcock, president of Hermitage Music Company, distrubutor of coin-operated phonographs and vending equipment, and president of Southern Plastics, Inc., major pressing manufacturer for phonograph records, announced the formation of a new corporation for the purpose of manufacturing and selling bulk vending machines. Vendor Mfrs., Inc. has acquired from a Canadian corporation the sole rights for manufacturing bulk vending equipment (formerly known as Beaver).

"Red" Hitchcock, long noted in the coin-operated field, formed Hermitage Sales and Novelty Company in 1928 and later changed the identity to Hermitage Music Company in 1935. Since 1948 Hermitage Music Company has been a distributor of records, coin-operated equipment, parts and supplies.

Southern Plastics which was formerly named Bullet Plastics originated in 1947 and was a subsidiary of Bullet Recording Company which at that time had the biggest record to date ("Near You" by Francis Craig and "Beg Your Pardon"). The name was changed to Southern Plastics some five years ago and since that time has built one of the most modern independent record pressing plants in the industry.

"Red" Hitchcock further stated that the new corporation is in the process of setting up the assembly line on the bulk vending equipment and will be turning out machines by September 1st.

SERVING OPERATORS SINCE 1939 WITH ONLY THE FINEST EQUIPMENT — MUSIC-GAMES-NOVELTY — ALL TYPES — CALL US!

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Ainsworth Plans Machine Intro For Nevada

LONDON—Under the leadership of General Manager, Hal Eldridge, Ainsworth Consolidated Industries (Great Britain) Ltd. has enjoyed another year of increasing success and prosperity. Since commencing U.K. operations in 1960 sales of Aristocrat machines have been doubled each year. The company is at present seeking new premises in order to meet increasing business.

Their latest model, 'Nevada,' which is due to make its bow in Las Vegas and Reno shortly will also be seen in Great Britain by the end of the year. The 'Nevada' is expected to attract a great deal of attention particularly from operators in clubs and hotels whose numbers are continually increasing.

Meantime the full range of Aristocrat, Sheerline, Standard, Wild Ace, Gold Award and Criss Cross continue to register high figure sales. Their large range of symbols include fruit and card strips.

Seeburg (GB) Ltd. Celebrates 1st Anny.

LONDON—During the last twelve months Seeburg (Great Britain) Ltd. celebrated their first anniversary in the London office. The major event of the Seeburg year, both here and on the continent, has been the introduction of the Seeburg Console, specially designed for high income locations.

As far as Great Britain is concerned, General Manager, John Henderson, reports that since the launching party in November last year the machine has met with general approval from operators throughout the United Kingdom. The Consolettes, too, have been widely accepted in this country. Nearly every installation of a Console has been accompanied by a Consolette.

Plans formulated last year for the introduction of Seeburg Vending have now materialised. In addition to the Bally Coffee Vendor which brews freshly ground coffee a cup at a time; the Choice-Vend range of bottle and can vending machines offering selections ranging from 72-250 bottles or 390 cans and a console cigarette vendor, Seeburg have also launched the seven selection cold drink machine which has the unique feature of offering crushed ice with every drink if required.

Symplay Sales Up 75%

LONDON—Ray Seabrook, Managing Director of Symplay Ltd., sole United Kingdom Importers and Distributors of equipment manufactured by Th. Bergmann & Co. of Hamburg, reports that the company's turnover at the end of their second year in this country, is up by 75 per cent. During the last twelve months the most important new machine to be imported into this country by Symplay has been the Th. Bergmann manufactured Arizona Shooting Gallery featuring a pistol firing real slugs. The machine attracted considerable interest when shown both at the Northern Amusement Exhibition at Blackpool last December and at the Amusement Trades Exhibition in London earlier this year.

Increased interest in the juke box market has also benefitted Symplay who have ben remarkably successful with the new S100 wall and console models introduced here in October of last year. The S80 and S200 consoles continue to maintain steady sales.

Juke Box Distribs Expands

LONDON—Juke Box Distributors, in the last twelve months, have continued to expand considerably in all branches of their business. As main London distributors for the Rowe-AMI phonographs, the company reports that during the unprecedented boom of re-equipping and the buying of new machines which took place in the Spring, Rowe-AMI enjoyed a very fair share of the market.

Midway Plans

CHICAGO — Marcine Wolverton (standing, at left) discusses with Henry Ross his partner at Midway Manufacturing Company, the growing success they are enjoying sales-wise with Midway's current gun-target amusement game—"Rifle Range."

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Amusement Machines
ROCK-OLA Phonographs

6-Month License For $5.50

Illinois Dept. of Revenue Announces $10 Tax

CHICAGO—The Department of Revenue, State of Illinois, released a bulletin last week which is of interest to the coin machine industry, particularly in the State of Illinois. The bulletin follows: All coin-operated amusement devices are now subject to an annual license tax of $10, to be paid by the operator of the device. These devices include coin-operated: juke boxes, pool games, pin-ball games, gun-ray devices, shuffleboards, hockey games, baseball games, horse racing games, fortune-telling machines and all similar devices. Each must display the tax license.

Each license expires July 31st of each year. A six-month license will be issued on any machine which begins operation after January 31st of any year. It will cost $5.50. Where a machine begins operation before January 31st, a full-year license will be required even if the device is operated for less than a full year.

It is unlawful to operate a coin-operated amusement device without a license. The proper tax must be paid in order to obtain the license. Unlawful operation of such a device constitutes a misdemeanor; and also subjects the operator to a penalty of 20% of the tax due. An unlawfully operated coin-operated amusement device is subject to seizure by any authorized employee of the Department without notice.

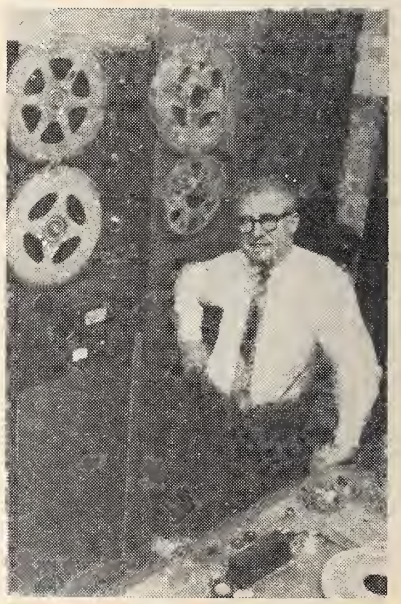
The license ruling was passed last month when Illinois Governor Otto Kerner signed a new law which, in effect, legalizes pingames as amusement devices. A second bill reduced the State tax from a former $50 to $10 per machine. Coinmen noted the reduced-price feature of a six-month license available for machines which do not go into locations until after January 31.

CINEBOX PREMIERE—The introduction of the Cinebox was a social event in NYC last month when Stanley Green, President of Cinevision Corp. of America, US licensee, hosted close to one thousand newspaper and advertising people at a premiere showing of the new movie-music machine at Toot Shor's Restaurant. Shown above, Green, left, and columnist Earl Wilson view an advertising slide, one of the income producing features of the new coin-operated entertainment medium. Cinevision's sales department is headed by Mickey Greenman who is currently setting up distributors in various US territories.

Cine-Sonic Studio Offers 240 Lines

NEW YORK—The Cine-Sonic Sound Corp. has available for background music operators, its Model 1001 which utilizes 240 separate telephone lines from a complete studio. The machine is leased or sold by Cine-Sonic's president, Iz Edelman, in conjunction with a 14" reel-to-reel music library consisting of pre-recorded tapes from the Cine-Sonic library.

Edelman's program has been researched by him for several years. The firm's library has 820 hours of music on 83 reels, according to Edelman. Special tapes offer 16 hours of music. Cine-Sonic's library boasts 820 hours of music via 83 reels. Special tapes are prepared to play for 16 hours. Operators can order from Cine-Sonic, as follows: Minimum order to start: 5 reels, with 2 changes per month at no extra charge, $40.00; 7 reels, with 3 changes per month at no extra charge, $60.00; or 10 reels, with 5 changes per month, for $75.00 per month. Quantity orders are priced accordingly.



CINE-SONIC'S EDELMAN in firm's duplicating room.

Exporter's Answer To Saturation: Diversify

■ Belam Develops Markets, The AMI Phono, and Increase Sales By 15%

NEW YORK—"In spite of some terribly flashy and amusing news releases from overseas in which coin machines are mixed with Adenauer, DeGaulle, Kennedy and the Common Market, the truth is that coin exports have never been so good in the overall picture. In fact, while some countries may become saturated, others are opening up. Therefore, diversification in promotion and marketing is the only answer to saturation and definitely maintains the growth of our exports," said Morris Nahum, Sales Director of Belamex Vending International.

"Looking one year ahead, is our constant policy at R. H. Belam Company Inc. For instance, we have to make evaluations on which countries will open up in 1964, and therefore aim our promotions and our overseas trips accordingly. Moreover, like any manufacturer who plans his next model, for the coming year's production, we have to bear in mind the need and taste of the new market which is the next target," stated Nahum.

"As a result, our pre-established promotion allows us to market certain machines which have not been so successful in other countries, but seem to be liked in the new market. This also means growth, as well as additional buying power to our Company.

"As an example, we have created by planned promotions, unexpected and lucrative new markets for used AMI phonographs which previously tended to trail behind other brands, in standard Western European markets. Surprisingly, when a liking is finally created for a specific brand, it applies to all its models whether new or old, whether a peach or a lemon. For instance, during the first 6 months of 1960, we had exported 33 AMI phonographs, while in the same period for 1963, we have exported 377 AMI phonographs, to several markets which did not even exist in 1960.

"General statistics as well as specific statistics on each country help us to make decisions for diversification, but of all figures, these who make us the happiest are the Dollar Volume Indexes, which, for 1963, on adjusted figures of first 6 months, shows an increase of 15% on sales, (in spite of January's strike)," concluded the international coinman.

BELAM's MORRIS NAHUM while in Cannes during recent European trip.

Scopitone Movie-Music Machine Going Over In Canada, U.K. Starts Good, U.S.A. Next

■ Thibault Expects To Place 300 During Next Year

TORONTO—The Scopitone, French-made movie-music machine, may be new to the trade but its celebrating its First Anniversary here in Canada, thanks to distributor Gerard Thibault.

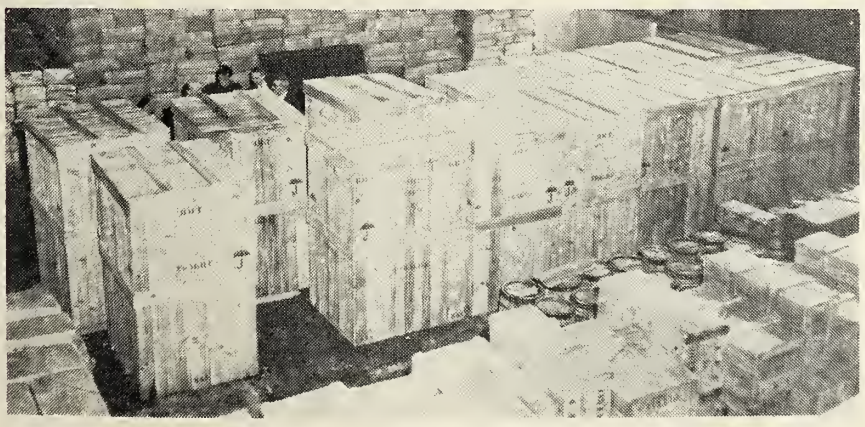
The coin machine firm imported its first two machines last August, and since that time 55 machines have arrived and all are doing well, according to the Canadian outlet. Thibault expects to receive from CAMECA, French manufacturer, about 300 more machines by next year.

Thibault finds many transit locations suitable for the machines and claims that young and old alike pay to see the films. The production of the films continues to amaze tavern and restaurant owners who have the machine on location. Thibault claims that service costs on the machine are low, and that the popularity of the stars appearing on the machine's screen runs high once exposure is made.

The Canadian distrib displayed the Scopitone at the recent Canadian Restaurant Assoc. Exhibition here, and again at the annual National Exhibition Hotel show.

The Scopitone has been on location in Great Britain for six months and there are now 100 machines in the country, according to reports. Twenty of the machines are located in London. The machine is distributed by Radiovision Ltd. The machine features 36 selections on a 19" screen.

Reports were received in NYC that plans were underway for the US licensing of the machine and a Westbury, N.Y. company was representing the firm in N.Y. The William Morris Agency will produce films for the French-made machine.



FOURTEEN SCOPITONES arrive for distribution by Girard Thibault, exclusive Canadian distributor of the French-made movie-music machine.

In Both Export and Domestic Markets, our good Reputation has been Established for over Twenty-Seven years.

Write: for our equipment List-Priced, As-is, or Completely Reconditioned.

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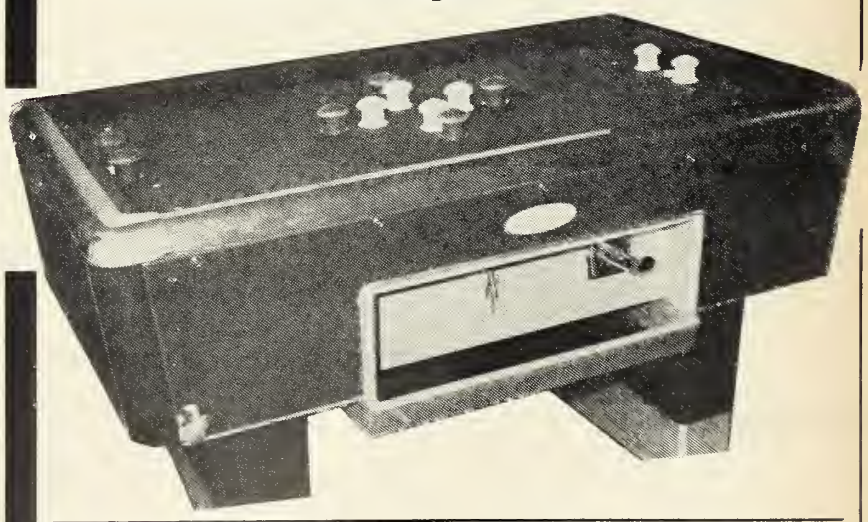
Announcing TROPICANA!

The Industry's NEWEST and HOTTEST Bumper Pool Table!



- Stainless Steel Frame!
- Sturdy, durable, designed for rugged duty!
- Mahogany Cabinet looks like a million!

WE ALSO MANUFACTURE:
Cue Sticks
Wooden Triangle Racks
Leather Cue Stick Bags

DISTRIBUTOR TERRITORIES AVAILABLE — WRITE

AMERICANA BILLIARD CORP.

3000 Coney Island Avenue
Brooklyn 35, New York
DEwey 2-9602

HOW'S YOUR PROFIT?

FROM CIGARETTE MACHINES ?

FROM BEVERAGE DISPENSERS ?

FROM CANDY VENDING ?

FROM BACKGROUND MUSIC *No Limit!*

Why has the income from Background Music jumped from 3% to 30% of total business by Coin Machine Operators in the last 10 years?

Because the progressive operator knows:

1. His return on investment is tops — in many cases better than 100% the first year.
2. It's less work — once a Tape-Athon unit is installed, it runs itself automatically. Reliable — trouble free — no "ratrace" service calls.
3. The business is already there, in volume–your present customers are the best prospects available (plus those you've been losing).

Like further details? Contact your local Wurlitzer dealer today or write, wire or call:

Tape-Athon Corp.

523 South Hindry • Inglewood, California

ORegon 8-5359

BACKGROUND MUSIC MFRS. & DISTRIBUTORS

CINE-SONIC SOUND CORP.
481 Eigbt Avenue
New York, N. Y.
(Write for distributor information)

JAY ELECTRONICS INC.
65-37 Fresh Meadow Lane
Flushing 65, N. Y.
(Write for distributor information)

ROWE AC SERVICES
18 South Michigan Ave.
Chicago, Ill.
(See Rowe AC Phonograph Distributor List Page 24)

THE SEEBURG SALES CORPORATION
1500 North Dayton St.
Chicago, Ill.
(See Seeburg Phonograph Distributor List Page 25)

TAPE-ATHON CORP.
523 South Hindry
Inglewood, California

The WURLITZER CO.
78 Brookline Avenue
Boston, Mass.

The WURLITZER CO.
2920 W. Pico Blvd.
Los Angeles, Cal.

THE WURLITZER CO.
154 S. Van Ness
San Francisco, Cal.

Rex-BILOTTA CORP.
821 South Salina St.
Syracuse 3, New York

ROCK CITY DISTRIBUTING CO., INC.
108 Lafayette Street
Nashville, Tenn.

STATE SALES & SERVICE CORP.
1005-07 E. Baltimore
Baltimore, Md.

DRACO SALES COMPANY
2005 West Alameda
Denver 23, Colorado

HAWAIIAN AMUSEMENT LTD.
2248 S. King Street
Honolulu, Hawaii

CENTRAL DISTRIBUTORS
1209 Douglas Street
Omaha, Nebraska

CRESCENT AMUSEMENT DEVICES
841 10th Avenue
New York, New York

NORTHWEST SALES COMPANY
3150 Elliott
Seattle, Washington

NORTHWEST SALES CO. of OREGON
1040 S.W. 2nd
Portland, Oregon

UNITED DISTRIBUTORS, INC.
902 West Second Street
Wichita 3, Kansas

J. A. WOODWARD CO.
13 Oakcrest Street
Portsmouth, Va.

UNITED INCORPORATED
1101 W. Vliet
Milwaukee, Wisconsin

OTHER DISTRIBUTOR TERRITORIES

Tennesse
Cartwright & Bean
Box 5801, 560 S. Cooper, Memphis Terr: Ark., W. Tenn.

Washington
M. K. Widdekind Co.
222 First Ave. N., Seattle Terr: Ore., Wash.

Export
M. Simons & Sons Co., Inc.
25 Warren St., New York Terr: All except Canada

Canada
Eric Gould Sales Co., Ltd.
19 LeRoyer St. West, Montreal Terr: Canada

Arizona
Verne Linsley Co.
2902 W. Villa, Phoenix Terr: Ariz., N. M., W. Texas

California
Tape-Athon Corp.,
523 S. Hindry, Inglewood Terr: S. Cal.

California
F. W. Moulthrop Co.,
1530 E. 12th St., Oakland Terr: N. Cal, Reno Nev.

California
Thomas M. Morris Associates
847 El Solyo, Campbell Terr: Colo, Idaho, Mont, Nev (exc Reno) Utah, Wyo.

Florida
Ernie Jensen Co.
5315 8th Ave. Dr. West, Bradenton Terr: Florida

Georgia
Cartwright & Bean
3223 Cain's Hill Pl. NW, Atlanta Terr: Ala, Ga, E. Tenn.

Illinois
Edward Seversen
11435, La Grange Terr: N. Ill, Lake County Ind, E. Iowa, E. Wis.

Indiana
Doug Cook Associates
1519 E. 46th St, Indianapolis Terr: Ind. (exc Lake County), Ky, Ohio, W. Pa, W. Va.

Michigan
J. Flora, Inc.
Box 516, Plymouth Terr: Michigan

Minnesota
James Lee Company,
4241 Toledo Ave. S. Minneapolis Terr: Minn. ND., S.D. W. Wis.

Missouri
T. H. Ellis Sales Co., Inc.
7711 State Line, Kansas City Terr: S. Ill. W & Cen. Iowa, Kan. Mo. Neb.

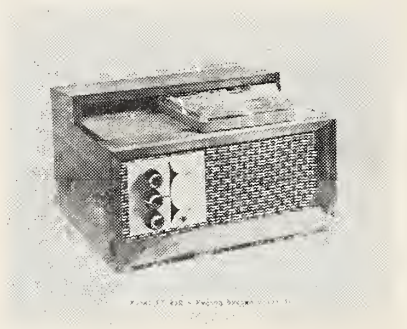
New York
Gilbert E. Miller Assoc.
47 Birchwood Park Drive, Jericho, Long Island Terr: N. NJ, Metropolitan NY City

New York
Audio-Electronic Sales Corp.
63 Somerset Dr., Great Neck Terr: Upper NY State, New England

North Carolina
Cartwright & Bean
625 Harwyn Dr., Charlotte Terr: NC, SC, Va.

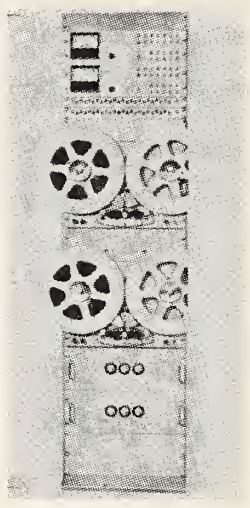
Pennsylvania
Art Gaines Co.
Box 1347, Wheaton, Maryland Terr: Del, D.C., Md, SNJ, E. Pa.

VIKING OF MINNEAPOLIS INC.
9600 Aldrich Avenue South
Minneapolis 20, Minn.
(Write for distributor information)



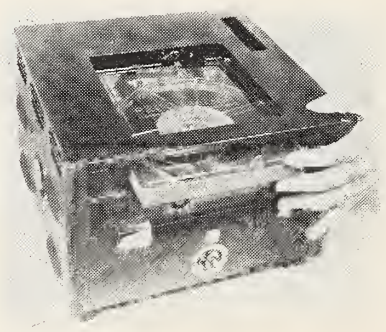
CINE-SONIC
MODEL ET #10
Tape Cartridge, tape size-1⅞ ips. Two hours; then repeat; Total 4 hrs. Paging system built in.

●



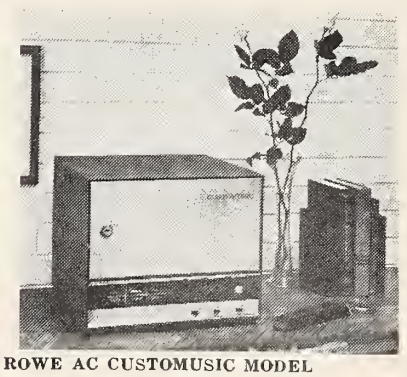
CINE-SONIC
MODEL #1001
Complete Studio plus Timer, 240 Separate Stations. Wired telephone lines, 72" x 19" x 22" 115 volts, 60 cycles, 160 watts AC. Program from Cine-Sonic 1 x 14" reel-to-reel library.

●

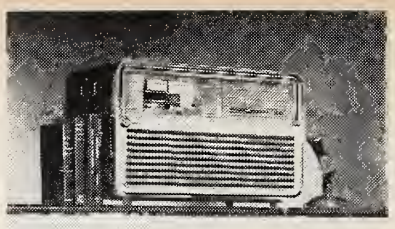


JAY ELECTRONICS
MODEL TP-1
Also 1M, 1V, 2, 1R, 2R. Programmer Models. Recorder/playback from tape cartridge, timing mechanism, program from Jay Programmer library, 80 selections per cartridge, size 1⅞ ips. Also TP 1000 Console model.

●



ROWE AC CUSTOMUSIC MODEL
Programs six cartridges at 10 hrs. per cartridge. Tape size 1⅞ ips. From Rowe library of music.



SEEBURG MODEL 1000
1000 selections, holds 25 records (16 2/3 rpm), 9-inch disks, plays both side of disk, restacks after 25th disk is played, built-in speaker, or through present sound system, paging system, automatic timer, 22" x 14" x 12". Will play only the Seeburg 16 2/3 records. Programmed from Seeburg library of records, specially pressed.

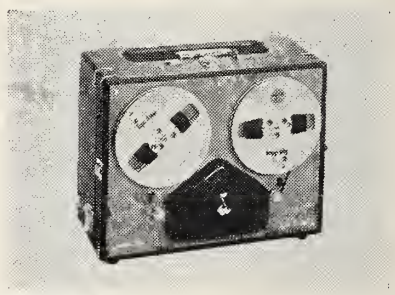
●

SEEBURG ENCORE MODEL
Up to 750 selections from special 16 2/3 rpm disks, featuring instrumental music ("foreground music"). 9-inch disks, hand-rubbed walnut cabinet. Self-contained speaker or through present sound system.

●

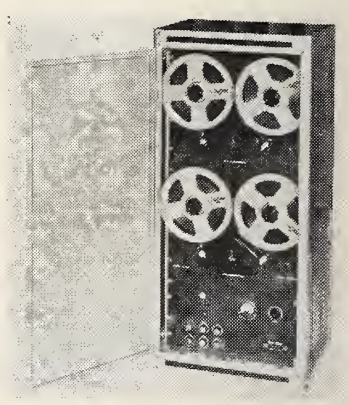
TAPE ATHON REEL-TO-REEL SYSTEMS
Models M-702, D-702, Console, Rack Mounting Players, Chime systems. For sale or lease.

●



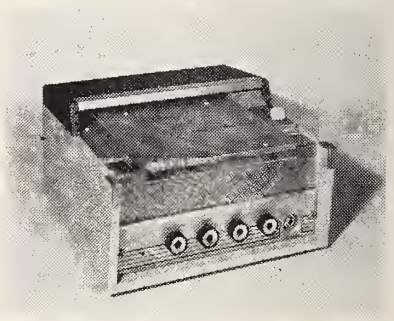
TAPE-ATHON
MODEL 702
Two separate programs from single system via dual programming uses 4 recorded channels on std. tape width, two dual-pickup heads, serves two locations on premises. Available in portable, console, rack-mounting models. 7" or 10½" reels, single tape speeds of 1⅞, 2, 3¾, or 7½ inches per second. 32 hrs. from 10½" reel. Programmed from Tape-Athon library.

●



TAPE-ATHON
CONSOLE & RACK MOUNTING MODEL
Plays 2, 4, 8 or 16 hrs. 10½" reels, stereo model available, speeds same as above. 28" x 21" x 14½", 145 lbs.

●



VIKING CUSTOM 190 MODEL
Features "35" tape handler, 3¾ ips drive, also 1⅞ ips, public address attachment, tape cartridge.

Sun Refinishing Expands, To Open West Coast Branch

FT. WORTH—Gus Sundman of Sun Refinishing Company here announced last week that the firm will open a branch office in California during the fall season where work will begin on the refinishing of juke boxes. In addition to workshop revisions on frames, cabinets, glass and general styling, the machines are completely overhauled. The firm makes available through a mail order division, special do-it-yourself kits which have been accepted very well by the trade.

Sundman's current specialties include conversions on all four manufacturers' early model machines into Sun's refinished line. The firm's machines include: Model 100B, 100C, Model V & VL200, Model 100 R&J and Model 100 W&G. Restyling includes rebuilt selectors with new switches, glass domes and new display panels. Sun's staff works out of its Fort Worth shops now and will remain in Fort Worth after the west coast showrooms have been set-up. Sundman will move to the coast temporarily to personally supervise the California branch activities.

Mar-Tab Plans Export Division

MIAMI—Florida Congressman Claude Pepper of Dade County (center) discussed Mar-Tab Vending's plans for a new export division with top company officials here during recent Open House ceremonies. Occasion was dedication of a new $365,000 office-warehouse-distribution center at Sunshine State Industrial Park for Castlewood International Corporation, of which Mar-Tab is a division. Filling in the details for the Democratic lawmaker, a recognized expert on foreign trade matters, were Sol Tabb (left), president, and Harold Craver, vice president. The new export division, part of Mar-Tab's continuing expansion program, will service Central and South America as well as the Caribbean area.

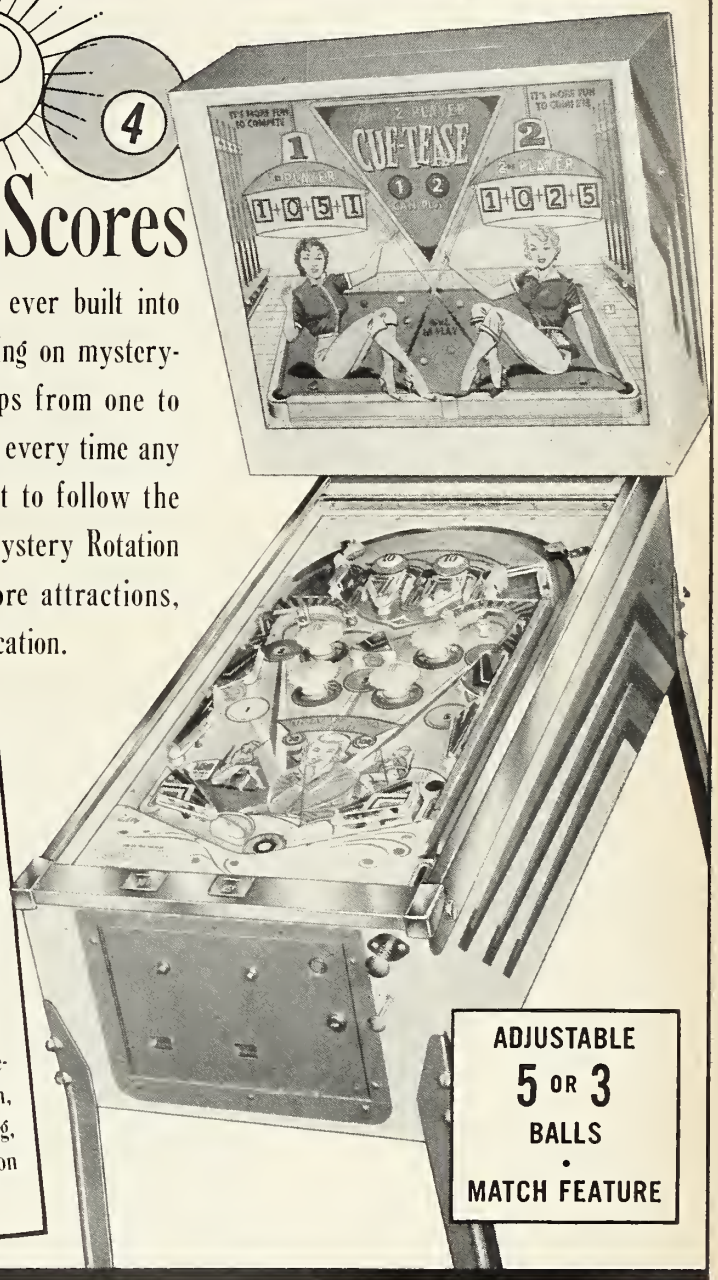
1 or 2 PLAYERS *can play exciting new*

Bally CUE-TEASE

2 5 3 1 4

Mystery Rotation Scores

Fastest "follow the lucky light" skill feature ever built into pinball. Lit Target scores 50 or 100, depending on mystery-changing Score-Indicator Signal. Light jumps from one to another of the 5 Targets in mystery rotation every time any Target is hit, keeping players happily alert to follow the solitary lit Target with quick Flipper-skill. Mystery Rotation Scores, plus other super-actionized high-score attractions, add up to top earning power, long life on location.



New Snap-Lock Flippers

Exclusive Bally Snap-Lock design prevents Flipper from working loose from action-arm. Flipper is cast of iron-tough Nylon to take the punishment of month after month of heavy play. Fix-a-Flipper service calls end when Ballygames are on the job.

Marble-White Cabinet

Brilliant white cabinet with silver-spray marble-tone finish, accented with richly colorful design, results in players' comment: "Snappy looking, snappy action!" Every CUE-TEASE collection proves they're right.

See your distributor...or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS

COIN MACHINE PARTS • SUPPLIES • REFINISHING • COIN COUNTERS

Abbott Coin Counter Co., Inc.
PO Box 1341
Greenwich, Conn.

Brandt Automatic Cashier Co.
515 First St.
Watertown, Wisc.

Block-Marble Co.
1425 N. Broad St.
Phila., Penna.

Coin Acceptors Inc.
1711 Hereford St.
St. Louis, Mo.

Globe Dist. Co.
1623 N. California Ave.
Chicago, Ill.

Johnson Fare Box Co.
4619 N. Ravenswood
Chicago, Ill.

Klopp Engineering Inc.
35551 Schoolcraft Rd.
Livonia, Mich.

Mar-Matic Sales Co.
1009 E. Baltimore St.
Baltimore, Md.

Marvel Mfg. Co.
2845 W. Fullerton Ave.
Chicago, Ill.

Mike Munves Corp.
577 Tenth Ave.
New York, N.Y.

Peach State Dist. Co.
130 Blvd., N.E.
Atlanta, Ga.

Sun-Glo Shuffleboard Supplies Inc.
115 Heckel St.
Belleville, New Jersey

Sun Refinishing Co.
201 East Daggett St.
Ft. Worth, Texas

Standard Changemakers Co.
422 E. New York St.
Indianapolis, Ind.

Vendtronics Inc.
3961 Brotherton Rd.
Cincinnati, Ohio.

Wico Corp.
2901 N. Pulaski Rd.
Chicago, Ill.

CANDY-SNACK VENDERS

American Univend Corp.
120 E. 56 St.
NYC

Coan Mfg. Co.
2070 Helena St.
Madison, Wisc.

Arthur H. DuGrenier Corp.
15 Hale St.
Haverhill, Mass.

International Mutoscope Corp.
11-12 44th Ave.
Long Island City, N.Y.

LeBron, Inc.
314 So. 12 St.
Omaha, Nebraska

National Venders
5055 Natural Bridge
St. Louis, Mo.

Rowe AC Services
18 So. Michigan
Chicago, Ill.

Rudd-Melikian Inc.
Warminster 3, Penna.

The Seeburg Corp.
1500 North Dayton St.
Chicago, Ill.

Shipman Mfg. Co.
1326 So. Lorena St.
Los Angeles, Calif.

Stoner Mfg. Co.
(Div. of Vendo)
328 Gale St.
Aurora, Ill.

The Vendo Co.
7400 E. 12 St.
Kansas City, Mo.

POPCORN VENDERS

ABC Popcorn Co.
3527 W. North St.
Chicago, Ill.

Auto-Pop Mfg. Co.
14 N. 9th St.
St. Louis, Mo.

Continental-APCO
5000 Brush Hollow Rd.
Westbury, L.I., N.Y.

Federal Machine Corp.
1754 E. Grand Ave.
Des Moines, Iowa

Gold Medal Products Co.
1825-35 Freeman Ave.
Cincinnati, Ohio

K&V Mfg. Co.
3385 S. Bannockburn St.
Englewood, Cal.

J. H. Keeney & Co.
2600 W. Fiftieth St.
Chicago, Ill.

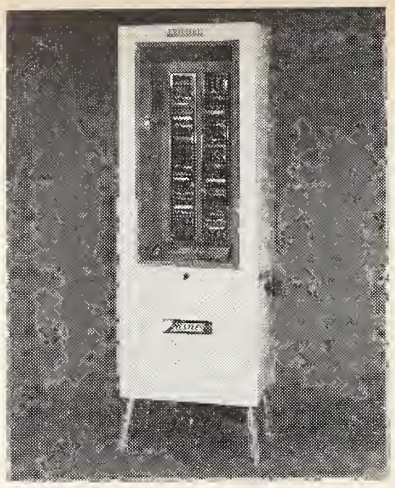
POTATO CHIP VENDERS

Diamondhead Foods Corp.
312 So. 12th St.
Omaha, Neb.

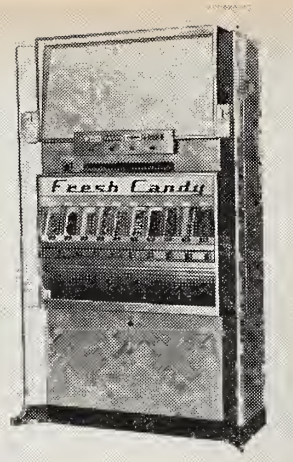
Majo-Matics Inc.
26 E. 9th St.
Newport, Ky.

Marvend Inc.
Marietta, Ga.

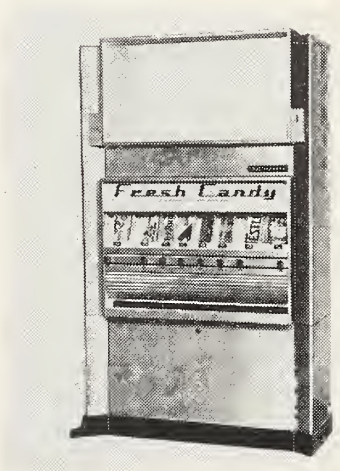
CANDY-SNACK VENDERS 1963 Models



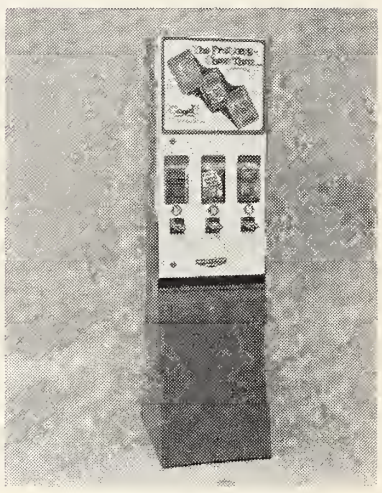
Coan Series 188
U-Select-It
188 Selection



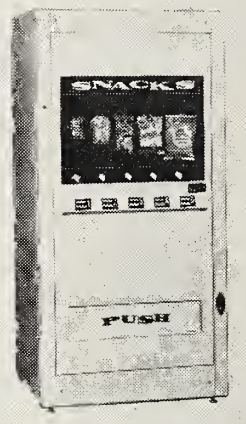
DuGrenier Model KYNL
10 Cols.
190 and 226 Capacity
Mint-Gum Capacity 142



DuGrenier Model KYNL 152
Theater Special
8 Cols. Capacity 152
Mint-Gum Capacity 142

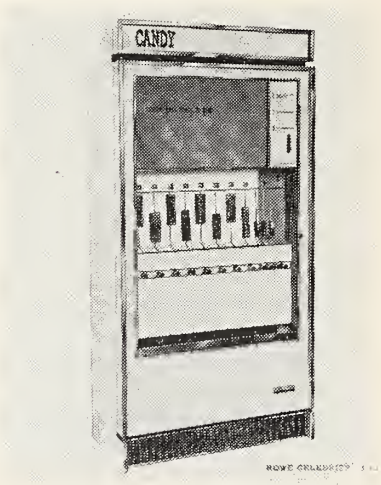


Intl Mutoscope
3 Col. Snack

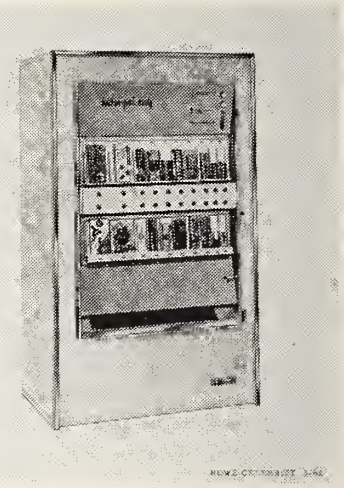


Le Bron
5 Col. Vend-A-Bag
Capacity 150

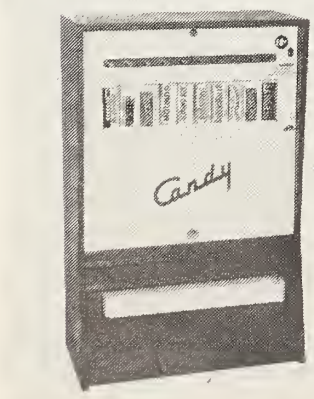
Rowe AC Model 77
Capacity 190
Mint-Gum 150
8 Candy Cols. 3 Gum-Mint



Rowe AC Celebrity
Model 277
Capacity 190 Candy
150 Gum-Mint
8 Candy Cols. 3 Gum-Mint



Rowe AC Tasty Twenty
Model 141
20 Cols. 560 Items
Incl. 180 Gum-Mints



Shipman 10-Col.
Capacity 280

Gold Medal
Model 100 Popcorn Vender

Advertisers Index

Appears On Page 12,

Part I, Of This

Directory

Cash Box

VENDING MACHINE MFRS. and TYPE EQUIPMENT PRODUCED

A.B.C. POPCORN, CO., INC.
3527 W. North Ave
Chicago 47, Illinois
Popcorn

ACE CABINET CORP.
(Subsidiary of United States Air Conditioning Corp.)
439 North Terrace Avenue
Mt. Vernon, New York
Clothes dryers

THE ALASKAN CO., INC.
3127 Dickerson Road
Nashville, Tenn.
Ice

ALD, INC.
7045 North Western Avenue
Chicago, Illinois
Dryclnrs, dryers, washers, extractors, coin changes, laundry supplies

PRISCILLA ALDEN COSMETICS, INC.
422 South Parkway
Clifton, New Jersey
Lipstick, perfume, comb, moist towelette

ALLEN ELECTRONICS, INC.
1941 Hamilton Street
Allentown, Pa.
Instant coffee, cookies, crackers, hot choc, tea, soup.

ALLIED AUTOMATION, INC.
214 Sixth Ave., South
Nashville 3, Tennessee
Bank savings, money orders, foreign money exchange, rolled coins, hoisery, insurance, candy, tape

AMERICAN COIN LOCK COMPANY, INC.
453 Cottage Street
Pawtucket, Rhode Island
Toilet locks

AMERICAN HYGIENIC CORPORATION
(Division of Delicate Corporation of America)
717 Pine St.
Camden, N.J.
Sanitary napkins

AMERICAN LOCKER COMPANY, INC.
211 Congress Street
Boston, Mass.
Lockers for checking parcels

AMERICAN MERCHANDISING MACHINE MFG. CO
1400 Rahway Ave.,
Avenel, New Jersey
Ice cream, milk, stamps, paper

AMERICAN PERMAC, INC.
1569 Merrick Road
Merrick, New York
Drycleaners

AMERICAN SCALE MANUFACTURING COMPANY
3203 Grace Street, N.W.
Washington 7, D.C.
Scales

AMERICAN SCIENCE CENTER, INC.
5700 Northwest Highway
Chicago 46, Illinois
Telescopes

AMERICAN UNIVEND CORPORATION
10 East 49th Street
New York, New York
Candyroll items, supplies.

ATLAS METAL WORKS, INC.
818 Singleton Boulevard
Dallas 22, Texas
Bottled drinks, laundry

AUTOMATIC PRODUCTS COMPANY
(Division of Gross-Given Manufacturing Company)
301 Chestnut Street
St. Paul 2, Minn.
Cigarettes, component parts

AUTO-POP MFG. CO., INC.
14 North Ninth Street Building
St. Louis 1, Mo.
Fresh popped corn

AVENCO (ADVANCE ENGINEERING COMPANY)
2412 University Avenue, S.E.
Minneapolis 14, Minn.
Instant and fresh bru coffee, hot choc., canned food, tea, soup, coin changers, cold drinks

BEAUTY AID HAIR DRYERS
(Div. of Helene Curtis Ind., Inc.)
4401 West North Ave.
Chicago, Illinois
Hair Dryers

BEL-CAL CORPORATION
602 South Bridge Street
Visalia, California
Coin changers, paper currency changers, paper currency handling venders

BLACKSTONE CORPORATION
1111 Allen Street
Jamestown, New York
Washers, dryers

H. W. BLEIMAN COMPANY
405 Wood Street
Philadelphia, Pennsylvania
Laminators, potato chips, pretzels, bulk products

BOCK LAUNDRY MACHINE CO.
3600 Summit Street
Toledo 11, Ohio
Extractors

BOWL-O-MATIC
(Division of Automatic Bowl Manufacturing, Inc.)
235 Robbins Lane
Syosset, Long Island, New York
Coin operated bowling pinsetters

K. G. BROWN MFG. CO., INC.
Wickham Avenue
Mattituck, Long Island, New York
Charcoal, ice, milk, ice cream, bait

C & C MANUFACTURERS & DISTRIBUTORS, INC.
310 North Austin
Dallas 2, Texas
Laundry supplies, plastic bags

CAVALIER CORPORATION
1100 East 11th Street
Chattanooga 3, Tennessee
Drinks, canned & bottled

CHECKMATE BATTERY VENDING
4853 Joyce Drive
Dayton 39, Ohio
Batteries

CHOICE-VEND
(A Division of the Seeburg Corporation)
3580 Main Street
Hartford, Conn.
Bottled soft drinks, milk
Export Rep: Belanex Intl.
51 Madison Ave., N.Y.C.

W. M. CISSELL MFG. COMPANY, INC.
831 South First Street
Louisville 3, Ky.
Clothes dryers

CLEANAMATION, INC.
1500 West Second Street
Anderson, Indiana
Laundry & drycleaning ironers

COAN MANUFACTURING CO.
2070 Helena Street
Madison 4, Wisc.
Candy, gum, cookies, crackers, cigarettes, instant coffee, hot chocolate, soup, pastry

COFFEE-MAT CORPORATION
107 Trumbull Street
Elizabeth, N.J.
Single cup, fresh brew coffee, hot choc., soup

COFFEE TIME OF AMERICA INC.
314 South 12th Street
Omaha, Nebr.
Pre-brew

COIN ACCEPTORS, INC.
1711 Hereford Street
St. Louis 10, Mo.
Currency and coin changers, components

COIN-CLEAN, INC.
10 East Fayette Street
Baltimore 2, Md.
Drycleaners

COIN-TROLLED EQUIPMENT CORP.
11486 Hart Street
North Hollywood, California
Newspapers & magazines

COLMA, INC.
70 Piedmont Street
Worcester 10, Mass.
Cologne spray, lotions, supplies products

CONTINENTAL-APCO, INC.
(Subsidiary of Continental Vending Machine Corp.)
5000 Brush Hollow Road
Westbury, Long Island, N. Y.
Cigarettes, post-mix soft drinks, post-mix soft drinks with ice, pre-mix soft drinks, pre-mix soft drinks with ice, batch fresh-brew and instant coffee, hot chocolate, soup, popcorn, ice cream, hot and cold prepared food, also supplies vendible products and vending machine components and supplies.

CONTINENTAL MANUFACTURING CO., INC.
Dewey Street
Conway, Pa.
Exercise equipment

COOK MACHINERY CO., INC.
4301 South Fitzhugh
Dallas 26, Texas
Clothes washers, clothes dryers, extractors

THE CORNELIUS COMPANY
2727 North Ferry Street
Anoka, Minn.
Bottled soft drinks

COUNCIL MANUFACTURING COMPANY
420 North Second Street
Fort Smith, Ark.
Ice

CO-VENT MFG. CO.
1605 El Reno Street
Elkhart, Ind.
Instant coffee, hot choc.

DEMAY INC.
2641 Decatur Avenue
New York 58, N.Y.
Single cup fresh brew, tea, hot choc., soup

THE DIABETEST CO., INC.
252 Main Street
Webster, Massachusetts
Self-testing machine for diabetes

DIAMONDHEAD FOODS CORPORATION OF AMERICA
LeBron Building
314 South 12th
Omaha, Nebr.
Candy, popcorn, laundry supplies, hot cans, potato chips

DILLON MFG. CO.
3203 Grace Street, N.W.
Washington 7, D.C.
Postage stamps

DIVIDENDS DISPENSER, INC.
1115 Main Street, Room 3101
Bridgeport 3, Connecticut
Tickets

DOCUMAT, INC.
84 Fourth Avenue
Waltham 54, Mass.
Photo copy machines

DRIMASTER NEW DEALER
(Division of Drimaster Standard Products, Inc.)
Devon, Pennsylvania
Hair dryers

ARTHUR H. DUGRENIER, INC.
15 Hale Street
Haverhill, Mass.
Candy, cigarettes, pastry, sandwiches, cigars, gum & mints, laundry, cookies, books, stockings, instant coffee, soup, hot chocolate

E. B. METAL PRODUCTS CO.
P. O. Box 149
Whitehall, New York
Bags, bait, books, cookies, crackers, handkerchiefs, hosiery, food, insurance, laundry, pens & pencils, napkins

EASTERN SPECIALTY PRODUCTS, INC.
83 Zeigler Street
Boston 19, Massachusetts
Milk, supplies

ECONO SALES AMERICAN LAUNDRY MACHINERY INDUSTRIES
(Div. of McGraw-Edison Company)
5010 Section Ave.
Cincinnati 12, Ohio
Drycleaning, washers, dryers, finishing equip., drycleaning equip.

ELECTROWARE CORPORATION
1336 West Bancroft Street
Toledo 6, Ohio
Popcorn

EM-RO DISTRIBUTORS
6353 North Broadway
Chicago 26, Illinois
Parking lot gates, ice

ENVIRO EQUIPMENT CORPORATION
369 Linden Street
Brooklyn 27, N.Y.
Ice

THE EXHIBIT SUPPLY COMPANY
4719-21 West Lake Street
Chicago 44, Ill.
Post cards, movie star photos

FERROMATIC PRODUCTS
(Division of Ferro Stamping Company)
1367 Franklin Street
Detroit 7, Mich.
Canned soft drinks

FLATTO MANUFACTURING COMPANY
Garcia Building
Laredo, Texas
Stamps, combs

THE FLXIBLE COMPANY
326-332 North Water Street
Loudonville, Ohio
Lockers

FOLLETT CORPORATION
99 Broad Street
Phillipsburg, New Jersey
Bait, ice

FORD GUM AND MACHINE COMPANY, INC.
P.O. Box 192
Akron, N.Y.
Ball gum, candy

FRIGIDAIRE
(Division of General Motors Corporation)
300 Taylor Street
Dayton 1, Ohio
Drycleaners, washers

FRUIT-O-MATIC MANUFACTURING COMPANY
P.O. Box 551
7855 Sepulveda Boulevard
Van Nuys, Calif.
Refrigerated fresh fruit

GARDNER MANUFACTURING COMPANY
263 Kansas Street
Horicon, Wisc.
Hot canned food, soup, fresh-brew coffee

GENERAL CIGAR CO., INC.
485 Lexington Ave.
New York 17, New York
Cigars, supplies vendible products

GIEPEN ASSOCIATES, INC.
8538 West Grand Ave.
River Grove, Illinois
Instant coffee, hot choc., soft drinks, soup, tea

GLASCO CORPORATION
(Subsidiary of Universal Match Corporation)
Fifth and Perkins Streets
Muncie, Ind.
Instant coffee, bottled & canned soft drinks, pre-mix drinks

GLOEKLER REFRIGERATOR CO.
P. O. Box 1154
20th Street West of Powell Ave.,
Erie, Pennsylvania
Pizza, component & supplies

GLOVER INDUSTRIES, INC.
5204 Truman Rd.
Kansas City 27, Missouri
Drycleaners, washers

GOLD MEDAL PRODUCTS COMPANY
1825-39 Freeman Avenue
Cincinnati 14, Ohio
Pre-popped popcorn, pre-packaged detergents

ANDREW GORRETTA & COMPANY
5209 Euclid Avenue
Cleveland 3, Ohio
Cigarettes

GREAT LAKES EQUIP. CORP.
P. O. Box 68
700 North Wolf Rd.
Wheeling, Illinois
Drycleaners

GRISWOLD VENDING COMPANY
(Division of Northwest Automatic Products Corporation)
1204 Chestnut Avenue
Minneapolis 3, Minn.
Pre-brew coffee, bulk milk, packaged merchandise

HAMILTON SCALE COMPANY
3350 Secor Road
Toledo 6, Ohio
Scales, coin changers

HAMMOND INDUSTRIES, INCORPORATED
P.O. Box 115
3024 North Lindbergh Boulevard
St. Ann, Mo.
Drycleaners, dryers, extractors, washers

FRED HEBEL CORPORATION
(Subsidiary of Rock-Ola Manufacturing Corporation)
800 North Kedzie Avenue
Chicago 51, Ill.
Instant coffee, hot chocolate, tea

THE HEINZ MANUFACTURING COMPANY
P.O. Box 524
Bristol, Conn.
Bulk products, cartoned milk, bottled milk, newspapers, magazines, fruit juice, groceries, eggs, bottled & canned soft drinks

HILL-O-MATIC DEVELOPMENT & MANUFACTURING CORP.
3750 East 10th Court
Hialeah, Florida
Laminators

HILSON INDUSTRIES, INC.
5300 Vine Street
Cincinnati 17, Ohio
Ice

HILSUM SALES CORPORATION
(Subsidiary of American Sumatra Tobacco Corporation)
344 North East 61st Street
Miami 37, Fla.
Stamps, cigars, cigarettes, newspapers, magazines

HOYT MANUFACTURING CORPORATION
251 Forge Road
Westport, Mass.
Drycleaners, washers, dryers

HUEBSCH ORIGINATORS
3726 North Booth Street
Milwaukee 1, Wisc.
Clothes dryers

ICE CONTROL EQUIP CO., INC.
6 West Putnam Ave.
Greenwich, Connecticut
Ice

IDEAL-O-MATIC, INC.
3201 West Alberta Street
Columbus 4, Ohio
Bottled, canned drinks, cartoned milk

INSTA-MATIC PRODUCTS CORP.
P. O. Box 8
Swannoa, North Carolina
Instant coffee, hoisery, hot choc., soup, tea

INTER-AMERICAN STAMP VENDING CORP.
45 Bergen Street
Brooklyn 1, N. Y.
Postage stamps

INTERNATIONAL BALLY COFFEE VENDING CORP.
(Div. of Seeburg Corporation)
6119 Howard Street
Niles, Illinois
Fresh-brew coffee, hot choc., soup, tea

INTERNATIONAL DRYER CORP.
74 Kilburn Street
New Bedford, Massachusetts
Soap, clothes dryers

INTERNATIONAL DUPLEX CORP.
(Subsidary of Tenco, Inc.)
4101 Charlotte Ave.,
Nashville, Tennessee
1355 Market Street
San Francisco, Calif.
Dryclnrs, washers, dryers

INTERNATIONAL MUTOSCOPE CORPORATION
11-12 44th Ave.
Long Island City 1, New York
Auto. photo, voice recordings, books, magazines, laminating machines, handkerchiefs, sanitary napkins

INTERNATIONAL VENDING MACHINES, INC.
(Subsidary of LaCrosse Cooler Co.)
P. O. Box 171
2809-17 Losey Boulevard South
LaCrosse, Wisconsin
5856 North Port Washington Road
Milwaukee 17, Wisc.
Popcorn, bottled & canned soft drinks

JAMES F. JAE & ASSOCIATES
Box 131
Bourbon, Mo.
Magazines, newspapers

VENDING MACHINE MFRS.—TYPE EQUIP. PRODUCED

—Continued—

JENNINGS AND COMPANY
(Division of Hershey Manufacturing Company)
4309 West Lake Street
Chicago 24, Ill.
Canned, cartoned, bottled milk, canned drinks, groceries, specialty items, supplies

JOHNSON FARE BOX
(Subsidiary of Brewer, Inc.)
4619 Ravenswood Avenue
Chicago 40, Ill.
Coin changers, components

K & V MANUFACTURING INC.
3385 South Bannock
Englewood, Colorado
Popcorn

J. H. KEENEY AND CO., INC.
2600 West 50th Street
Chicago 32, Illinois
Laundrp supplies, pen and pencils, popcorn, postage stamps, sanitary napkins, notebook paper

LT INDUSTRIES INC.
P. O. Box 6327
Dallas 22, Texas
Coin-op laundries, contract work

LA CROSSE COOLER CO.
2809 Losey Boulevard, South
La Crosse, Wisc.
Bottled soft drinks

LAND TRAVEL INSURANCE CORP.
52 Broadway
New York 4, N.Y.
Insurance

LE BRON INC.
Le Bron Building
314 South 12th
Omaha 2, Nebraska
Hot canned food, canned soup, candy bars, soft drinks

LEONARD SALES CO.
(Subsidiary of Veeco Beauty Equipment Mfg. Co.)
167 North Racine
Chicago 7, Illinois
Hair dryers

MALKIN-ILLION COMPANY
400 Coit Street
Irvington 11, N.J.
Cigars

W. MANNHARDT & SON, INC.
7916 West Grand Avenue
Chicago 35, Ill.
Ice

MARQUETTE CORPORATION, COIN-OP LAUNDRY
(Drycleaning Division)
307 East Tennepin Avenue
Minneapolis 14, Minnesota
Coin-op laundry equipment

MARVEND, INC.
Damar Road
Marietta, Ga.
Instant coffee, hot choc., soup, tea, pencils, candy, potato chips

THE MAYTAG COMPANY
Newton, Iowa
Coin-op laundry equipment

MAYVILLE METAL PRODUCTS COMPANY
First and Highland
Mayville, Wisc.
Contract mfrs., also components

MECHANICAL SERVANTS, INC.
6610 North Clark Street
Chicago 26, Ill.
Combs, sanitary napkins, lipstick, ball pens, toys, perfume

MERCURY INTERNATIONAL
P.O. Box 90367
5800 Avion Drive
Los Angeles International Airport
Los Angeles 45, Calif.
Insurance

METERFLO DISPENSERS, INC.
2534 South 11th Street
Niles, Mich.
Juices, bulk milk

MICRO-MAGNETIC INDUSTRIES INC.
291 Lambert Street
Palo, Alto, California
Money changing equipment

MILLER INDUSTRIES
(Subsidiary of Miller Distributing Company)
498 Main Street
Dubuque, Iowa
Hair dryers

MODEL VENDING CONTROLS INC.
24800 Chagrin Boulevard
Cleveland 22, Ohio
Money changing equipment

NARCO
(Subsidiary of the Navarre Corporation)
Pioneer Bank Building, Suite 600
Chattanooga 2, Tennessee
Bottled and pre-mix soft drink machines

NATIONAL REJECTORS, INC.
(Subsidiary of Universal Match Corporation)
5100 San Francisco Avenue
St. Louis, Mo.
Currency changers, coin changers, cup venders, components

NATIONAL ROCKET DISTRIBUTORS, INC.
2350 West 58th Street
Chicago 36, Ill.
Car wash equipment

NATIONAL SANITARY LABORATORIES, INC.
6652 North Western Avenue
Chicago 45, Ill.
Sanitary napkins, combs, vial-pkgd. mchdse., blades

NATIONAL VENDORS, INC.
(Subsidiary of Universal Match Corporation)
5055 Natural Bridge Avenue
St. Louis 15, Mo.
Cigarettes, candy, gum, mints, cookies, crackers, pastry, refrigerated sandwiches, hot cans, genl. mchdse.

THE NIK-O-LOK CO., INC.
422 East New York Street
Indianapolis 2, Ind.
Toilet locks

NORGE SALES CORPORATION
(Subsidiary of Borg-Warner)
Merchandise Mart Plaza
Chicago 54, Ill.
Dryclnrs., washers

NORRIS DISPENSERS
2720 Lyndale Avenue, South
Minneapolis 8, Minn.
Cartoned-bottled milk, contract work

NORTH AMERICAN VENDING MFG.
110 Jericho Turnpike Corp.
Floral Park, New York
Ice machines

NORTHEAST MAESTRELLI, INC.
189 Jefferson Avenue
Salem, Mass.
Dryclnrs.

THE NORTHWESTERN CORP.
East Armstrong Street
Morris, Ill.
Bulk nuts, gum, candy, stamps

PACIFIC NIK-O-LOK CO., INC.
Pacific Electric Building
Los Angeles 14, Calif.
Toilet locks

PARAMOUNT EQUIPMENT CO.
541 Chestnut
Lynn, Massachusetts
Coin-op laundry equipment

PARRISH METAL-CRAFT CO.
1 East State Street
Geneva, Ill.
Pens, pencils, sanitary napkins, contract work
Bulk, cookies, candy, gum

PELLERIN MILNOR CORP.
P.O. Box 19264
New Orleans 19, La.
Washers

PERK-ETTE, INC.
1470 South Michigan Avenue
Chicago 5, Ill.
Fresh brew coffee

PER-KUP INC.
333 Morgan Street
Phoenixville, Pennsylvania
Instant coffee, hot chocolate, soup, tea

PHILCO CORPORATION
Tioga and C Streets
Philadelphia 34, Pa.
Dryclnrs., washers

PLASTIC VENDING MACHINES, INC.
58 Methyl Street
Providence 6, Rhode Island
Book matches

POLICY-MATIC CORPORATION OF AMERICA
1852 Canton Highway
Marietta, Georgia
Insurance

POLYO INCORPORATED
3415-48 Avenue North
Minneapolis 29, Minnesota
Laundry supplies

PORTA-BILT, INC.
(Subsidiary of Crossland Industries Inc.)
P.O. Box 207
Crossville, Tennessee
Dryclnrs., extractors, dryers, washers

POSTAGE STAMP MACHINE CO.
92008 Utica Avenue
Brooklyn, New York
Stamps

J. B. POST CO.
66 Oxford Street
Wilkes-Barre, Pennsylvania
Ice

PRECISION METALCRAFT, INC.
(Subsidiary of Electro Med. Inc.)
4787 France Avenue North
Minneapolis 22, Minnesota
Cigarettes, candy, cookies, laundry supplies
Cigars, bowling supplies, bait, hosiery, potato chips, popcorn, nuts, pretzels

PUBLISHERS VENDING, INC.
250 East Fifth Street
St. Paul, Minnesota
Newspapers, magazines, books

QUICK VALET CO.
(Division of Krueger-Sparmac, Inc.)
P.O. Box 196
Marcus Whitman Hotel
Walla Walla, Washington
Coin operated finishing cabinet for clothes

QUIK CHEK ELECTRONICS & PHOTO CORPORATION
5212 Pulaski Avenue
Philadelphia 44, Pennsylvania
Tube testers, photos

REDD DIST. CO.
126 Lincoln St.,
Brighton, Mass.
Shoe shine vender and coffee vender

REDWOOD PAPER COMPANY
1006 West Edwards Street
Springfield, Illinois
Notebooks, pens, pencils, stationary

RELIANCE PEN AND PENCIL CORP.
22 South Sixth Avenue
Mount Vernon, New York
Pens, pencils, supplies

RELLIM INTERNATIONAL CORP.
217 South Seventh Street
St. Louis, Missouri
Combs, gum, lipstick, lotion, pens, pencils, perfume, stamps, razor blades, contract work, sanitary napkins, parcel lockers & locks, toilet locks

ROBCO CORPORATION
235 West Main Street
Patchogue, Long Island, New York
Dryclnrs., washers, extractors, packaged gum, laundry supplies, contract work

ROCK-OLA IVI CORPORATION
(Subsidiary of Rock-Ola Manufacturing Corporation)
800 North Kedzie Avenue
Chicago 51, Ill.
Fresh brew coffee, hot choc., bulk soup, tea

ROCK-OLA MANUFACTURING CORP.
800 North Kedzie Avenue
Chicago 51, Illinois
Paperback books, sundry items

ROWE-AC SERVICES
(Division of Automatic Canteen Company of America)
18 South Michigan Avenue
Chicago 3, Ill.
Cigarettes, post-mix drinks, batch fresh brew-single cup fresh brew coffee, hot choc., tea, soup, candy, pastry, hot and cold pkgd. food, sandwiches, pkgd. gum, bill changer, coin handling equipment, components

RUDD-MELIKIAN, INC.
300 Jacksonville Road
Warminster, Pa.
Single cup fresh brew, liquid concentrate, powdered coffee, tea, soup, hot choc., cartoned milk, hot-cold pkgd. food, pastry, cookies, crackers, fruit, post mix drinks.

S AND S PRODUCTS, INC.
West Grand Avenue
Lima, Ohio
Bottled-canned drinks, vending machine components and supplies

S AND S VENDING MACHINE CO.
670 Lincoln Avenue
San Jose, Calif.
Ice

SAHARA PRODUCTS
(Division, Schmidt Manufacturing Company)
135 Court Street
New Bedford, Mass.
Dryclnrs., washers, extractors, contract work

SANITEX COMPANY
14182 Meyers Road
Detroit 27, Mich.
Sanitary napkins

SCHERMACK PRODUCTS CORP.
1164 West Baltimore Avenue
Detroit 2, Mich.
Stamps

J. SCHOENBACH COMPANY
715 Lincoln Place
Brooklyn 17, N.Y.
Stamps

SCHOOL SUPPLY SERVICE CO.
12801 South Halsted Street
Chicago 28, Ill.
School supplies

THE SEEBURG CORPORATION
1500 North Dayton Street
Chicago 22, Ill.
Cigarettes, single cup fresh brew, soup, tea, hot choc., post mix drinks, bottled and canned soft drinks, candy, cookies, cartoned milk, pastry, components, crackers

SELECTIVEND CORPORATION
1111 South 12th Street
Kansas City 5, Kans.
Bottled soft drinks

SERV-O-MATIC INC.
1748 East Grand
Des Moines, Iowa
Coffee, hot chocolate, soup, tea

WILLIAM F. SHEPHERD, INC.
1747 Central Avenue
Cincinnati 14, Ohio
Candy, cookies, detergent, bleach, contract work

SHIPMAN MANUFACTURING CO.
1320-30 South Lorena Street
Los Angeles 23, Calif.
Cigarettes, candy, cookies, gum, stamps, insurance, contract work

E. J. SHURTZ MFG. CO.
240 West Tenth Street
Wichita 2, Kans.
Ice

SOLUPAK COMPANY
5727 West 36th Street
Minneapolis 16, Minn.
Laundry supplies, foot vibrators

SPECIALTY ENGINEERING CORP.
9030 Premier Row
Dallas 7, Texas
Pre-mix drink

SPEED QUEEN
(Division of McGraw-Edison Company)
Ripon, Wisc.
Dryclnrs., clothes washers

SQUARE MANUFACTURING CO.
(Subsidiary of Interstate Vending Company)
251 University Avenue
Chicago 11, Ill.
Post-mix soft-drinks, fresh brew coffee

STANCRAFT
(Division of Standard Packaging Corporation)
1286 University Avenue
St. Paul 4, Minn.
Greeting cards

STANDARD, INC.
7523 Asher Avenue
Little Rock, Ark.
Dryclnrs., washers

STANDARD CHANGE-MAKERS, INC.
(Subsidiary of The Nik-O-Lok Co., Inc.)
422 East New York Street
Indianapolis 2, Ind.
Coin changers, currency changers, components

STANDARD-HAVARD METAL TYPER, INC.
1318 North Western Avenue
Chicago 22, Ill.
Identification discs, name plates

STEELMADE, INC.
220 West 86th Street
Minneapolis, Minn.
Canned hot food, bottled-canned soft drinks

STEEL PRODUCTS COMPANY
40 Eighth Avenue, S.W.
Cedar Rapids, Iowa
Hot-cold paper cups, hot food containers, soup, tea, instant coffee, hot chocolate

L. STEINER MFG. CO.
45 Bergen Street
Brooklyn 1, N.Y.
Cookies, crackers, candy, laundry supplies, contract work

STONER MFG. CO.
(Division of the Vendo Company)
328 Gale Street
Aurora, Illinois
Candy, mints, gum, cookies, cigarettes, pastry, instant coffee, hot chocolate, tea, hot canned food

SUPERIOR MANUFACTURING COMPANY
P.O. Box 262
9110 Terminal Avenue
Skokie, Illinois
Cigarettes, gum, hot dogs, cigars

SUSSEX ELECTRONICS, INC.
P.O. Box 430
Georgetown, Delaware
Gasoline

TRAVEL-GARD INSURANCE AGENCY, INC.
8230 Forsyth Boulevard
St. Louis 5, Mo.
Insurance

TROY LAUNDRITE
(Division of Ametec, Inc.)
East Moline, Illinois
Dry cleaners, washers, extractors

H. W. TUTTLE & CO.
805 South Evans
Tecumseh, Michigan
Popcorn

TYLER REFRIGERATION CORP., CHAMPION VENDER DEPT.
1329 Lake Street
Niles, Mich.
Bottled soft drinks, contract work

U. S. VENDING CORPORATION
140 53rd Street
Brooklyn 32, N.Y.
Ice

UNEEDA SHOE SHINE MACHINE CO.
(Subsidiary of Acme Sales Co.)
552 West 53rd Street
New York 19, N.Y.
Shoe Shine Machines

UNIMAC COMPANY
802 Miami Circle, N.E.
Atlanta 5, Ga.
Dryclnrs., washers, dryers

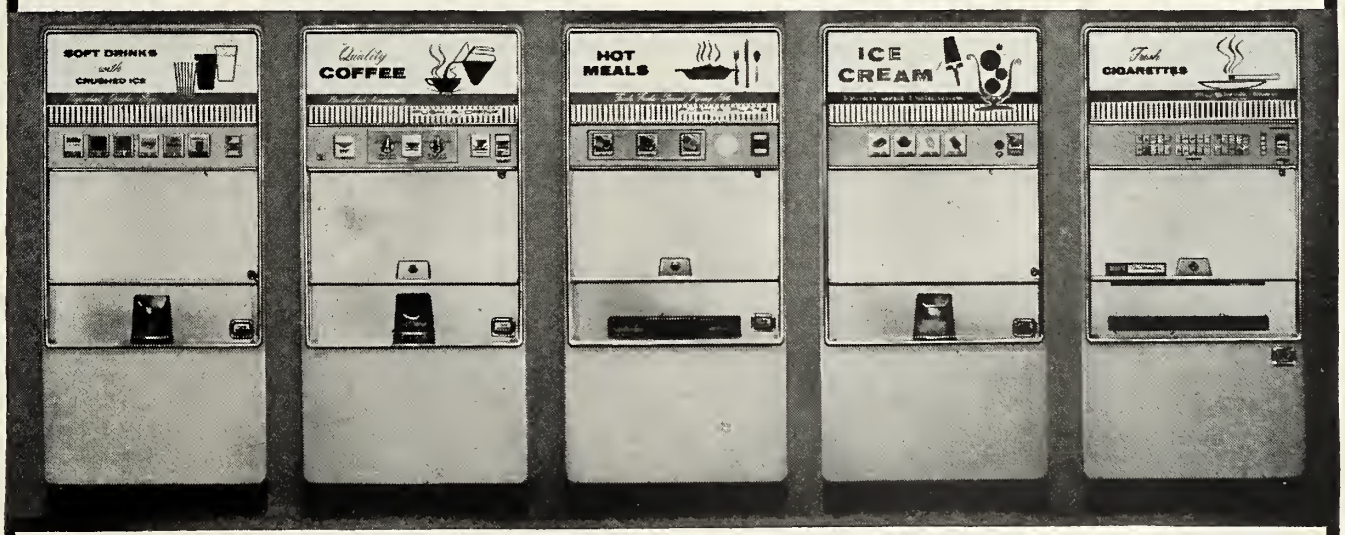
UNIMATCHCO MERCHANDISER
(Division of Universal Match Corporation)
5100 San Francisco Avenue
St. Louis 15, Mo.
All-purpose machines

UNITED SOUND & SIGNAL CO.
Second and Chestnut Streets
Columbia, Pa.
Newspapers, magazines, soft drink, ice, books, machine components & supplies, contract work

UNITED TWIN
(Division of Altamil Corp.)
2222 North Olney Street
Indianapolis 18, Indiana
Drycleaners, washers

Versatility!

This is the famous Continental "30" — the world's most versatile cigarette salesman. Lets you sell as many brands as you want. Lets you stock up to 830 packs if you need to. The industry's most distinguished salesman. Its handsomely designed cabinet comes in a wide variety of colors, wood grains and vinyl finishes. Features Push-A-Pak Selector Buttons and illuminated coin-entry plate. And inside...the industry's most advanced mechanism, for guaranteed service-free performance. The Continental "30" is now on thousands of locations all over the country, building profits 2 ways: 1) increasing volume, and 2) reducing service costs. Put this super-salesman to work for your locations.



Unity!

Full-line vending calls for unity of equipment — matched-quality as well as matched-styling. Every Continental-Apco machine in this line-up is designed and engineered to perfection./The SodaShoppe that is the standard of the industry./The Tobacco Shoppe "30" (formerly "Corvette"), a cigarette vendor that has increased volume and reduced service costs in every location./The NEW Autotronic CoffeeShoppe Fresh Brew (with fluid or dry cream) that serves the finest cup of coffee ever vended./The NEW Autotronic Ice Cream Shoppe with complete automatic defrosting system./The NEW Autotronic Hot Food Shoppe that serves a hot meal from the deep frozen state in one operation. The line-up you've been waiting for!

CONTINENTAL-APCO INC.

THE WORLD'S FOREMOST PIONEERS OF AUTOMATIC VENDING EQUIPMENT

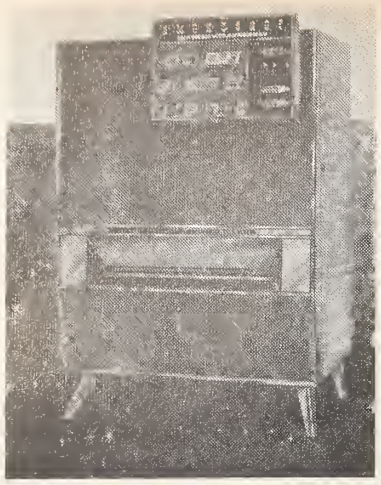
A Division of Continental Vending Machine Corp.

5000 Brush Hollow Road, Westbury, L.I., N.Y. EDgewood 4-7200

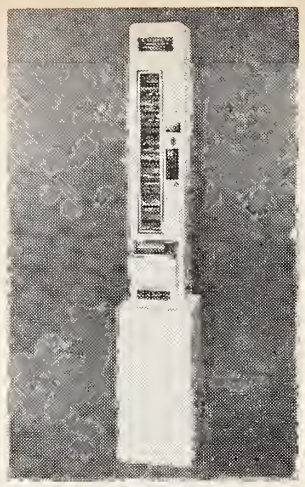
AND COMING SOON! New Autotronic Dari Shoppe ■ New Autotronic Single-Cup Brewed CoffeeShoppe ■ New Autotronic All-Purpose Vendor for both hot and cold service ■ New Autotronic Candy Shoppe ■ New Autotronic Pastry Shoppe ■ New Autotronic Dollar and Five-Dollar Bill Changer

CIGARETTE VENDERS

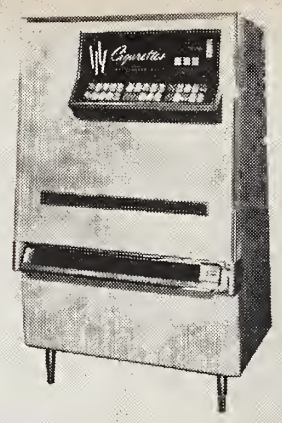
1963 MODELS



AUTOMATIC PRODUCTS
Smokeshop Storlite Series
Model 850
Models 630 and 450 also available

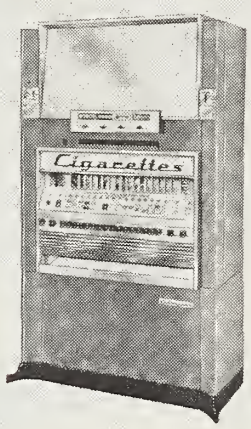


COAN MFG. CO.
U-Select-It
Series 74, 94 and 116

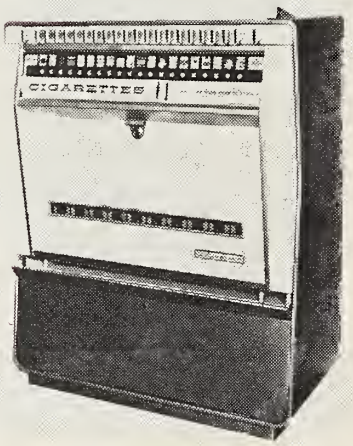


CONTINENTAL-APCO
Continental 30—830 Packs
(Or 746 Packs, 84 cig lighters)

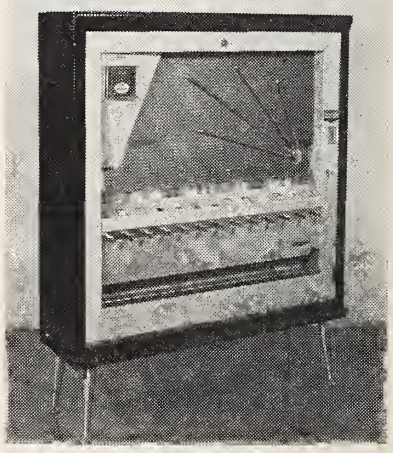
DuGRENIER
Model K-14, With mint, gum
510 packs—142 items in
accessory unit



DuGRENIER
Model K-20 With mint, gum
672 Packs—142 items in
accessory unit

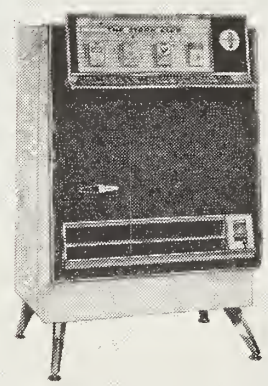


DuGRENIER
Model M-20—720 Packs

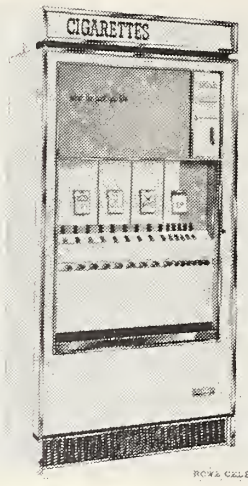


GARWOOD
21 Col.—364 Packs
16 Col.—272 Pocks
Cigor Vendor—132 Copocity

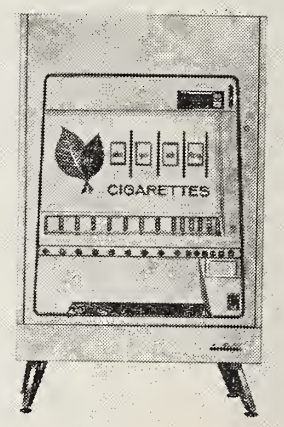
NATIONAL
Consoline 20—850 Pocks
Consol-ette 20—670 Pocks
Series 113—443 Packs
Series 222—132 Pocks



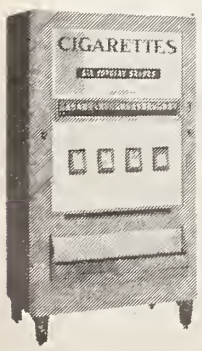
ROWE-AC SERVICES
Riviera—800 Packs



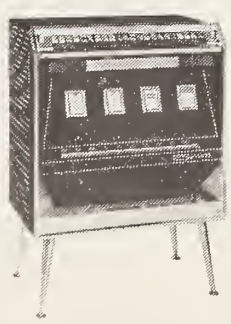
ROWE-AC SERVICES
Celebrity—510 Packs



ROWE AC SERVICE
Model 86—510 Packs



SEEBURG
Modular—825 Packs



SEEBURG
Model 4E4—825 Packs

SHIPMAN
Mork II 17 Col.—305 Pocks
Mork II 13 Col.—325 Pocks
Mork II 12 Col.—210 Pocks

List Of Cigarette Machine Mfrs. and Distributors Appears On Next Page

CIGAR-CIGARETTE MACHINE MFRS.

SMOKESHOP

AUTOMATIC PRODUCTS CO.
(Div. of Gross-Given Mfg. Co.)
301 Chestnut Street
ST. PAUL, MINNESOTA

ALL-STATE VENDING SALES CORP.
3336 N. Clark St., Chicago 13, Ill.
ANGOTT DISTRIBUTING CO.
2616 Puritan Ave., Detroit 38, Mich.
BANNER SPECIALTY CO.
1641 No. Broad, Philadelphia 22, Pa.
BILOTTA ENTERPRISES, INC.
224 N. Main, Newark, N. Y.
1266 Broadway, Albany, N. Y.
BIRMINGHAM VENDING CO.
540 Second Ave. No.
Birmingham 4, Pa.
BRANDT DISTRIBUTING CO.
1809 Olive St., St. Louis, Mo.
CENTRAL MUSIC CO.
1209 Douglas, Omaha, Neb.
CLEVELAND COIN MACHINE EXCH.
2029 Prospect Ave., Cleveland, O.
1827 Adams St., Toledo, O.
CULP DISTRIBUTORS
614 W. Sheridan
Oklahoma City 2, Okla.
DRACO SALES CO.
2025 W. Alameda, Denver, Colo.
ELECTRONIC INDUSTRIES CORPORATION
3464 Park Ave.
Montreal 18, Quebec, Canada
EMPIRE COIN MACHINE EXCHANGE
1012 Milwaukee Ave., Chicago 22, Ill.
F.A.B. DISTRIBUTING CO.
1019 Baronne St., New Orleans, La.
FLOWER CITY AMUSEMENT CO.
385 Webster, Rochester, N. Y.
GREG'S VENDING CO.
456 Strand, Missoula, Mont.
HERMITAGE MUSIC CO.
400 4th Ave. So.
Nashville, Tenn.
LEW JONES DIST. CO.
1301 No. Capitol Ave.
Indianapolis 2, Ind.
B. D. LAZAR CO.
1635 Fifth Ave., Pittsburgh, Pa.
LeSTOURGEON DIST. CO.
2828 South Blvd.
Charlotte 1, N. C.
LIPSKY DISTRIBUTORS
607 10th Ave., New York, N. Y.
MID-WEST DISTRIBUTORS
709 Linwood Blvd.
Kansas City, Mo.
NORTHWEST SALES OF OREGON
1040 S. W. 2nd Ave.
Portland, Ore.
NORTHWEST SALES OF SEATTLE
3150 Elliot Ave.
Seattle, Wash.
ORMATT MUSIC CO.
1269 Madison Ave., Memphis, Tenn.
PARKWAY MACHINE CORPORATION
715 Ensor St., Baltimore 2, Md.
PEACH STATE DIST. CO.
130 Blvd. N. E.
Atlanta, Ga.
PEACH STATE MUSIC CO.
625 New St.
Macon, Ga.
PEACH STATE TRADING CO.
729 Lady St.
Columbia, S. C.
REX-BILOTTA CORPORATION
821 S. Salina, Syracuse 3, N. Y.
ROANOKE VENDING MACHINE CO.
4930 W. Broad, Richmond, Va.
625 Ohio Ave., Charleston, W. Va.
63 Commonwealth Ave., Bristol, Va.
ROYAL DISTRIBUTING CO.
2070 Seymour Ave., Cincinnati 37, O.
1112 No. High St., Columbus 1, O.
SANDLER DISTRIBUTING CO.
405 Plymouth, N. Minneapolis, Minn.
GERALD SHEAFOR
4500 Oak Dr., Minneapolis, Minn.
SOUTHERN MUSIC DIST. CO.
503 W. Central, Orlando, Fla.
2465 Harper St., Jacksonville, Fla.
2209 E. Broadway, Tamna, Fla.
STANDARD AUTOMATIC MUSIC CO.
805 Broadway, Little Rock, Ark.
STRAUSS VENDING MACHINE CO.
1672 Washington St., Boston, Mass.
UNITED DISTRIBUTORS
902 W. Second St., Wichita 3, Kan.
VALIANT AMUSEMENT CO.
3129 McDowell, Phoenix, Ariz.
VERKAUFS-AUTOMATEN, A.G.
Bucheggstrasse/Wibichstrasse 25
Zurich 10/37, Switzerland
MURRAY WEINER
New York City
Call: 398-1296
Wildwood Shore N. J.
WEYMOUTH DISTRIBUTING CO.
2525 W. Pico Blvd., Los Angeles 6, Calif.
BILL WILLIAMS DIST. CO.
91 Dennis St., Houston, Tex.
1415 Flores San Antonio, Tex.
THE WURLITZER CO.
78 Brookline Ave., Boston 15, Mass.

COAN

COAN MANUFACTURING CO.
2070 Helena St.
MADISON, WISCONSIN
(Company Salesman)

CONTINENTAL

CONTINENTAL-APCO, INC.
5000 Brush Hollow Road
WESTBURY, N.Y.
(Company Salesman)

DuGRENIER

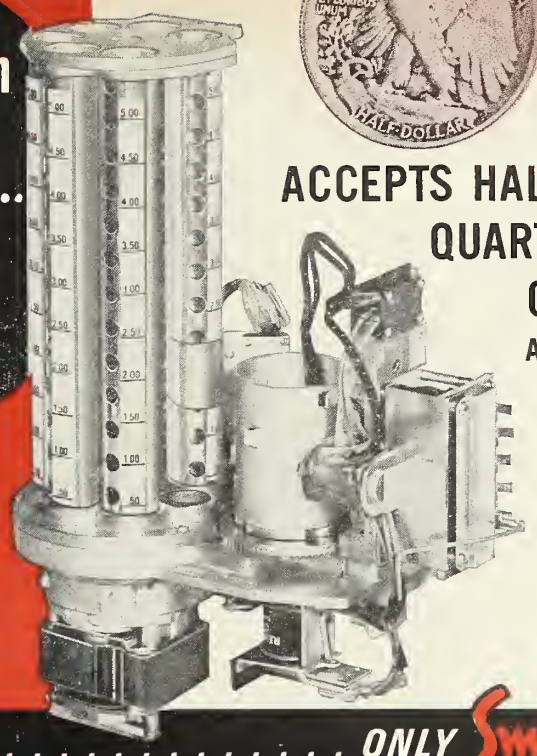
ARTHUR H. DUGRENIER, INC.
15 Hale St.
HAVERILL, MASS.
(Distributors and Reps)

AUTOMATIC DISTRIBUTING COMPANY
57 Page Street, San Francisco, California
BERMAN, JOSEPH
8635 Harding Ave., Miami Beach, Florida
BLAKE, CLIFF
1435 West Pico Blvd., Los Angeles 15, Cal.
FRIEDMAN AMUSEMENT COMPANY
635-41 Boulevard, N.E., Atlanta 8, Georgia
GLASS, MARION J.
1301 Robert Dickey Parkway, Dayton 19, Ohio

Exclusive with Smokeshop... HALF-DOLLAR ACCEPTOR!

ELECTRONIC!

"Easy Loading" Accessory Available. Only one partially filled tube to count for inventory. Only one screw to remove to lift unit out. Opens completely new vending fields and strengthens your present locations!



ACCEPTS HALF DOLLARS OR TWO QUARTERS AND RETURNS CHANGE IN NICKELS

Also accepts dimes and nickels

- Returns change in nickels with pack of cigarettes . . . For example: 30¢ price pack and 4 nickels; 35¢ price pack and 3 nickels, etc.
- Capacity in nickels: 690 (115 nickels per tube).
- When changer is empty — illuminated sign indicates: "USE CORRECT CHANGE ONLY."
- 50¢ merchandise can be vended upon insertion of any denomination of coins totaling 50¢.

PLACE YOUR ORDER . . . . . ONLY Smokeshop HAS IT!

PLUS ENDLESS OTHER DESIRABLE FEATURES FOR THE CUSTOMER AND OPERATOR

Glamorous Outside, Simplicity Inside . . . the new Smokeshops are amazingly versatile and their price is right!
"Remember . . . by using Smokeshops, what you save in servicing and upkeep adds to your profits!"

SMOKESHOP

PERSONALIZING FEATURE on all models

Now you can identify each location by inserting its name in a prominently displayed space. A feature that helps you acquire and keep locations . . . they'll love it!

NEW "SMOKESHOPPER" BRAND SELECTORS

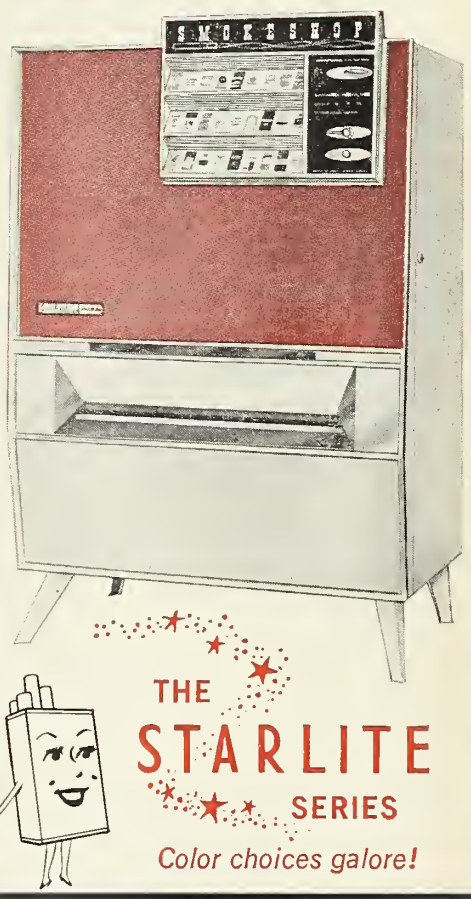
Each a single unit with self-contained display label for simplified, individual selection of cigarette brands. Brand Selectors are enclosed in a compact eye level panel, well lighted for action!

CHOICE OF 3 MODELS

STARLITE "850" — The most versatile cigarette vendor on the market today! For prime locations where volume sales require extra capacity.
CAPACITY: 36 columns accommodating 850 packs: regular king size crushproof boxes. Regular and king size flat boxes. 27 selections. Plus 9 shift columns.

STARLITE "630" — The Sales Leader of the Smokeshop line, with new exclusive features that make it more desirable than ever.
CAPACITY: 27 columns accommodating 630 packs . . . 18 selections. Plus 9 shift columns.

STARLITE "450" — For marginal locations where brand selections can be limited and where minimum equipment cost is desirable.
CAPACITY: 18 columns . . . 18 selections. Accommodates 450 packs. 9 shift columns can be added at any time.



THE STARLITE SERIES

Color choices galore!

AUTOMATIC PRODUCTS COMPANY
301 Chestnut St., St. Paul 2, Minn. • Phone: 224-4391

See Smokeshop Distributor List in Cash Box Directory of Cigarette Machine Manufacturers This Section

GOTTENBERG, MR. IRVING
2123 Sierra Road, Plymouth Meeting, Penna.
LITSEY, LIONEL F.
7209 Elliot Ave., Minneapolis 23, Minnesota
LOGAN DISTRIBUTING COMPANY
1850 West Division St., Chicago 22, Illinois
MACDONALD, MALCOLM
172 Pool Road, North Haven, Connect'cut
McDONALD DISTRIBUTING COMPANY
3111 West Davis St., Dallas, Texas
MOSS, GUY
318 Clendenin St., Charleston 31, W. Virginia
PRESTON, GLENN
c/o United Venders, Inc., P.O. Box 773,
Down Town Post Office, Omaha 1, Nebraska
REX-BILOTTA CORPORATION
821 South Salina St., Syracuse 3, New York
ELI ROSS DISTRIBUTING COMPANY
852 N.W. 71st St., Miami, Florida
S. L. STIEBEL GAMES, INC.
635 West Main St., Louisville 2, Kentucky
THOMAS, DANIEL F.
40 Cripplebush Road, Old Tappan, New Jersey
WITT, GEORGE J.
Box 138-E, Route 1, Dyer, Indiana
WYNER, HARRY
2124 Fifth Avenue, Pittsburgh 19, Pa.

DISTRIBUTORS FOR CANADA

NATIONAL AUTOMATIC VENDING COMPANY, LTD.
26 Dufflaw Road, Toronto 19, Canada
FEDERAL AMUSEMENT & VENDING COMPANY
753 Chatham St., Montreal 3, Quebec, Canada

EXPORT AGENT
AMEROPA IMPORT & EXPORT COMPANY INC.
250 W. 57th St., N.Y. 19, New York

GARWOOD

GARWOOD METAL CO., INC.
231 North Avenue
GARWOOD, NEW JERSEY
(Distributor List Available On Request)

GORETTA

ANDREW GORETTA & CO.
5209 Euclid Ave.
CLEVELAND, OHIO
(Direct From Factory Reps)

HILSUM

HILSUM SALES CORP.
344 N.E. 61 St.
MIAMI 37, FLA.
(Company Salesman)

NATIONAL

NATIONAL VENDORS, INC.
(Subsidiary of Universal Match)
5055 Natural Bridge Ave.
(Company Salesman)

ROWE-AC

ROWE-AC SERVICES
(Div. of Automatic Canteen Corp. of America)
18 South Michigan Avenue
CHICAGO, ILLINOIS
(Distributors and Company Salesmen)

SEEBURG

THE SEEBURG SALES CORP.
1500 North Dayton St.
CHICAGO, ILLINOIS
(See Seeburg Phonograph Distributor List)

SHIPMAN

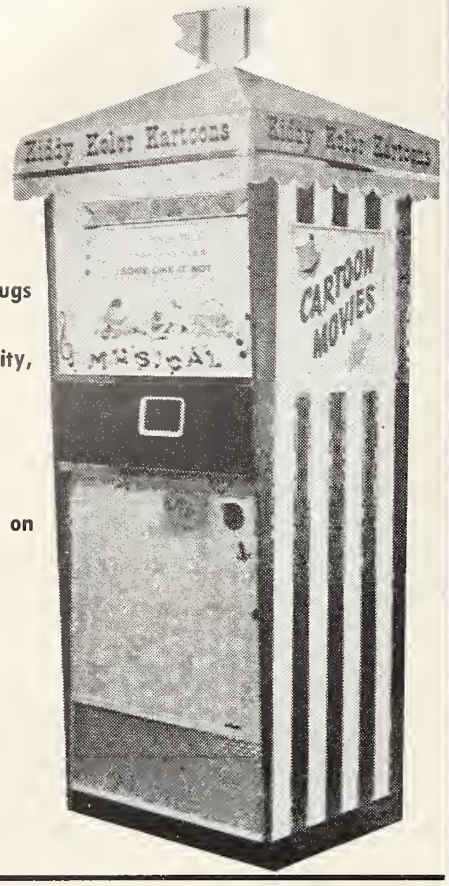
SHIPMAN MFG. CO.
1320 So. Lorena St.
LOS ANGELES, CALIFORNIA
(Distributor List On Request)

STONER

STONER MFG. CORP.
(Div. of Vendo Company)
328 Gale St.
AURORA, ILLINOIS

Urban Color Movie Machines Make Money 'Round The World!

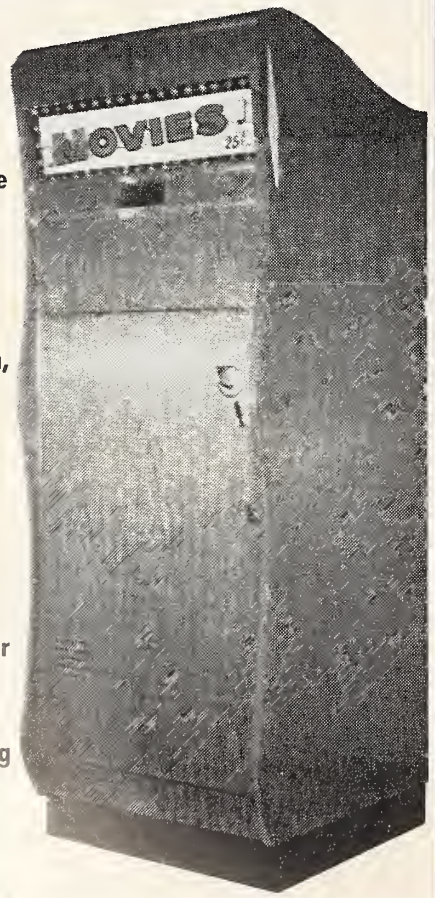
KIDDIE KOLOR KARTOON THEATER



- 8 mm Color Film (also black and white)
- Two minutes to change film
- Uses new 150 watt bulb
- 1 relay, 1 switch, 1 fuse box, 2 plugs
- Film guaranteed for life
- Film is continuous, works by gravity, no gears, no motor, no belt
- Nylon bearings, no lubrication
- Musical sound is wonderful
- Film magazine loaded
- Three complete 2-minute features on each magazine
- Each machine contains 2 film magazines
- Our library will keep you fully stocked
- Fool proof cash box
- Automatic counter
- Height 76" Width 27" Depth 22" 150 lbs shipping wt.
- Location tested 2 years

WARRANTY ALL MACHINES COMPLETELY COVERED BY MANUFACTURERS WARRANTY.

PAN-O-RAM Model #100AD



- Designed for rugged, dependable service
- Little or no maintenance
- 150-watt lamp, 1 relay, 1 switch, 1 fuse box
- Continuous film system operates on gravity
- No belts, gears, motors
- Complete library produced in our own Hollywood studios
- Pin-up, bikinis, living color using 8 mm film
- 26" x 26" x 70"

WRITE TODAY FOR PRICE, DISTRIBUTOR AND EXPORT INFORMATION

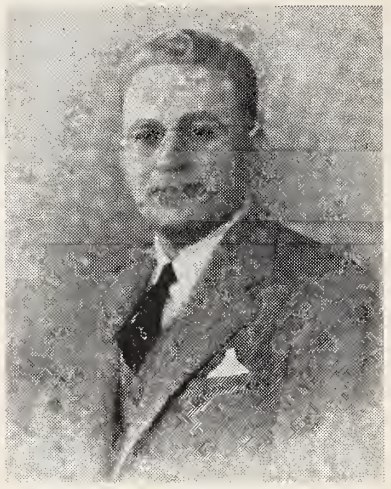
EUROPEAN AGENTS:

MONDIAL COMMERCIAL CORP.
350 Fifth Avenue • New York, N.Y.
Tel. WI 7-5659 Cable: MONDINOV

URBAN INDUSTRIES INC.
715-717 West Main Street
Louisville 2, Kentucky
PHONE 583-8059

Paul Cusano Dead

■ Founded American Shuffleboard



PAUL CUSANO

HASBROUCK HEIGHTS, N.J.—Paul Cusano, 55, inventor and manufacturer, died here last week after a long illness. He was founder and president of the American Shuffleboards, billiards and coin-operated games.

Cusano founded the American Cabinet and Billiard Company in 1928, changing the name later to American Shuffleboard, when the concern's chief product became table shuffleboards. He held a number of important patents in the woodworking field, chief among which was the famous "Climatic Adjusters" which revolutionized shuffleboard manufacturing in the late 1940's. He was also the inventor of the cushion and rebound shuffleboard, which is still popular in many parts of the country.

Born in Buenos Aires, Argentina Cusano was brought to this country as an infant by his parents. They settled in Connecticut where he was educated, graduating eventually from Madison High School, Madison, Conn. He later attended Dartmouth College where he was a member of the varsity baseball team, but left in his senior year to found the cabinet-making concern. Under his guidance American became the world's largest producer of table shuffleboards, supplying these units to taverns, recreation centers and naval installations throughout the world.

It was Cusano who started and supervised American shuffleboard Leagues (ASLI) which conducted city, state and national tournaments in the early 1950s. At Peoria, Ill., in 1950, Cusano's firm backed the first National tournament with more than $50,000 in cash prize money, thus attracting teams and players from 23 states.

Cusano's faith in the coin-operated game business was so keen that in the mid-1950s he concentrated all the energies of his plants to it. Such sidelines as kitchen cabinet tops and other products were quietly dropped while shuffleboard and billiards became the chief centers of interest, as they were at the time of his death.

According to Nicholas Melone, general manager of the company, the same policies of "Quality materials and workmanship" which were the Cusano hallmark will be continued. "The perfectionism which characterized Paul Cusano has been contagious," Melone said, "and it would be hard to change our habits now."

Cusano is survived by his wife, the former Mary Allegro, two children, Paul, Jr., 17 and Donna 10, his mother, Teresa, and two brothers, Louis and Armand. A Solemn High Mass was held at Corpus Christi Church here on Thursday, August 1st.

VENDING MACHINE MFRS. — EQUIPMENT

continued

UNIVERSAL METAL PRODUCTS CORPORATION
(A Subsidiary of Universal Match Corporation)
5661 Natural Bridge Avenue
St. Louis 20, Mo.
Drycleaners, contract work, components

UNIVERSAL VENDORS INC.
1616 Walnut Street
Philadelphia 3, Penna.
Candy, cookies, crackers, gum, cigars, snacks

VAC-UR-CAR INC.
8837 North Christiana
Skokie, Illinois
Vacuum cleaners

VAMCO CORPORATION
333 Atlantic Avenue
Brooklyn 1, N.Y.
Dryclnrs, washers

VARI-VEND, INC.
1323 South Michigan Avenue
Chicago 5, Ill.
Hot-cold pkgd. food, groceries, currency handling equip. for genl. mchdse.

VEND-A-BOX, INC.
811 Race Street
Cincinnati 2, Ohio
Popcorn

VEND-A-KIT CORP.
(Division of Bronco Modelcraft, Inc.)
55 West 17th Street
New York 11, N.Y.
Hobbykits

VEND-A-MATION SALES CORP.
3745 Spaeth Street
Cincinnati 23, Ohio
Coin changers

VENDAVERSAL MANUFACTURING CORPORATION
210 East Manville
Compton, Calif.
Insurance, soft drink cans, contract work

THE VENDO COMPANY
7400 East 12th Street
Kansas City 26, Mo.
Pre-mix and bottled drinks, cartoned milk juice, ice cream, fresh brew coffee, hot choc., hot-cold pkgd. food, cookies, crackers, nuts, groceries, rack mchdsr., instant coffee

VEND-O-MATIC SALES, INC.
5224 Hanson Court
Minneapolis 22, Minn.
Hot cans, soft drinks, carded or bagged merchandise, components & supplies, parts

VENDORLATOR MANUFACTURING COMPANY
(Division of The Vendo Company)
2550 South Railroad Avenue
Fresno, Calif.
Bottled, canned, premix soft drinks, fruit juice cigarettes

VENDOTRONICS CORP.
572 Merrick Road
Lynbrook, N.Y.
Popcorn

VEND-RITE MANUFACTURING CO.
(Division of R. J. Tennes & Company, Inc.)
1536 North Halsted Street
Chicago 22, Ill.
Laundry supplies, gum pens, pencile, changers, sanitary napkins, cookies, crackers, insurance

VENDTRONICS, INC.
3961 Brotherton Road
Cincinnati 9, Ohio
Money changers

VIC MANUFACTURING CO.
1313 Hawthorne Avenue
Minneapolis 3, Minn.
Dryclnrs.

VICTOR PRODUCTS CORP.
901 Pope Avenue
Hagerstown, Md.
Pre-mix, post-mix, bottled-canned soft drinks, bulk milk, instant coffee, juice, hot choc., parts soup, coin changers, components & supplies

VICTOR VENDING CORP.
5711 West Grand Avenue
Chicago 39, Ill.
Bulk gum, candy, nuts, pens, changers

WASCATOR & WASCOMAT OF AMERICA, INC.
103 East 125th Street
New York 35, N. Y.
Drycleaners, washers, extractors

WESTINGHOUSE ELECTRIC CORPORATION, AUTOMATIC MERCHANDISING DIVISION
653 Page Boulevard
Springfield 2, Massachusetts
Bottled & canned soft drinks

WESTINGHOUSE ELECTRIC CORPORATION, MAJOR APPLIANCE DIVISION
246 East Fourth Street
Mansfield, Ohio
Drycleaners, washers, dryers

WHIRLPOOL CORPORATION
Benton Harbor, Michigan
Drycleaners, washers

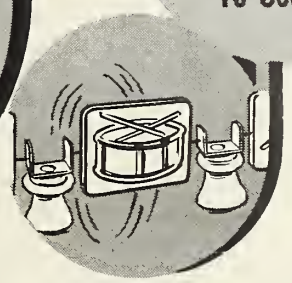
WITTENBORG, INC.
(Subsidiary of Universal Match Corp.)
8000 Cooper Avenue
Glendale 27, New York
Hot & cold packaged foods, groceries, general merchandise

WOODMASTER
P.O. Box 3161
Madison 4, Wisconsin
Firewood, charcoal, pres-to-log

SWING ALONG

GOTTLIEB'S 2 PLAYER

Novel Swinging Targets Give A Brand New HI-FI Sound To Scoring



- 4 side targets light corresponding colored pop bumpers for high score
- Side and bottom rollovers light for high score
- Playboard Auto-Clamp
- Double-size cash box
- Maximum security door lock
- Front moulding clamp
- Stainless cabinet trim
- Match feature

Ask your distributor for a feature demonstration!

New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

A Gottlieb FLIPPER SKILL GAME

D. Gottlieb & Co.

1140-50 N. Kostner Avenue • Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!

NOW YOU CAN HAVE A CASH INCOME

from VACANT AND UNPRODUCTIVE SPACE

with High-Profit **ASTRO-LANES**

A SIZE FOR EVERY LOCATION

(Use Singly Or In Groups)

ASTRO-LANES

Available 20′ to 40′ Long To Fit Space Requirements!

WHAT IS THE ASTRO-LANE?

Mode of beautiful, duroble formico, ASTRO-LANES ore similor to regulor bowling lones, using o 2-lb. boll, outomotic pinsetters, and on electronic scoreboord. At 25¢ o line, they hove obout twice the eorning copocity per hours operotion of regulotion lones @ 45¢ a line

IDEAL FOR

- SKATING RINKS
- GOLF CLUBS
- PARKS
- AMUSEMENT CENTERS

ANYWHERE THERE ARE PEOPLE . . . THERE ARE DOLLARS FOR YOU!

FOREIGN DISTRIBUTORSHIPS

Distributorships are still open in some areas of Europe, Asia, Africa, and Central and South America. Interested foreign or international distributors contact MBA Bowling Corp., Foreign Division, 3280 N. California, Chicago, Illinois. (Cable Address: BOWLCO)

Distributorships Open in Some Areas; WRITE, WIRE, or PHONE for Details

ASTRO-LANES

a product of MBA BOWLING CORPORATION, Dept. CB

3280 N. California, Chicago 18, Ill. phone: (area 312) JUniper 8-6260 Cable address BOWLCO

Why I Like The Wurlitzer Model 2700:

Ten Top Tunes make it the best money-maker ever.

IT'S

not too big, not too small.

fastest, easiest, most economical to collect or service.

priced to operate at a profit.

the machine with instant eye appeal.

HAROLD KAUFMAN

MUSICAL DISTRIBUTORS CORP.

841 Tenth Avenue, New York, N. Y., JU 6-7782

1640 Bedford Avenue, Brooklyn, N. Y., PR 1-7000

COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

A Compilation of Phonographs and Amusement Machines Actively Traded On Used Coin Machine Markets—New Machines Are Listed Elsewhere in This Section

MUSIC MACHINES

AMI

D-40, '51, 40 Sel.
D-80, '51. 80 Sel.
E-40, '53, 40 Sel.
E-80, '53, 80 Sel.
E-120, '53, 120 Sel.
F-40, '54, 40 Sel.
F-80, '54. 80 Sel.
F-120. '54, 120 Sel.
G-80, '55, 120 Sel.
G-120, '55, 120 Sel.
G-200, '56, 200 Sel.
H-120, '57, 120 Sel.
H-200, '57, 200 Sel.
I-100M, '58, 100 Sel.
I-200M, '58, 200 Sel.
I-200E, '58, 200 Sel.
J-200K, '59, 200 Sel.
J-200M, '59, 200 Sel.
J-120, '59, 120 Sel.
K-200, '60, 200 Sel.
K-120, '60, 120 Sel.
Continental '60, 200 Sel.
Lyric, '60, 100 Sel.
Continental 2, '61, 200 Sel.
Continental 2, '61, 100 Sel.

ROCK-OLA

1436, '52, Fireball, 120 Sel.
1436A, '53, Fireball, 120 Sel.
1438, '54, Comet, 120 Sel.
1446, '54, HiFi, 120 Sel.
1488, '55, HiFi, 120 Sel.
1452, '55, 50 Sel.
1454, '56, 120 Sel.
1455, '57, 200 Sel.
1458, '58, 120 Sel.
1465, '58, 200 Sel.
1475, '59, 200 Sel. Tempo I
1468, '59, 120 Sel. Tempo I
1485, '60, 200 Sel. Tempo II
1478, '60, 120 Sel. Tempo II
1495, '61, 200 Sel. Regis
1488, '61, 120 Sel. Regis
1496, '62, 120 Sel. Empress
1497, '62, 200 Sel. Empress
1493, '62, 100 Sel. Princess

SEEBURG

M100A, '51, 100 Sel.
M100B, '51, 100 Sel.
M100BL, '51, 100 Sel. Light Cab
M100C, '52, 100 Sel.
HF100G, '53, 100 Sel.
HF100R, '54, 100 Sel.
V200, '55, 200 Sel.
VL200, '56, 200 Sel.
KD200H, '57, 200 Sel.
L100, '57, 100 Sel.
201, '58, 200 Sel.
161, '58, 160 Sel.
222, '59, 160 Sel.
220, '59, 100 Sel.
Q-160, '60, 160 Sel.
Q-100, '60, 100 Sel.
AY1005, '61, 160 Sel.
AY1005, '61, 100 Sel.
DS 160, '62, 160 Sel.
DS 100, '62, 100 Sel.

WURLITZER

1250, '50, 48 Sel., 45 or 78 RPM
1400, '51, 48 Sel., 45 or 78 RPM
1450, '51, 48 Sel., 45 or 78 RPM
1500, '52, 104 Sel., 45 & 78 Intermix
1500 A, '53, 104 Sel., 45 & 78 Intermix
1600, '53, 48 Sel., 45 & 78 Intermix
1650, '53, 38 Sel.
1650A, '54, 48 Sel.
1700, '54, 104 Sel.
1800, '55, 104 Sel.
1900, '56, 200 Sel.
2000, '56, 200 Sel.
2100, '57, 200 Sel.
2104, '57, 104 Sel.
2150, '57, 200 Sel.
2200, '58, 200 Sel.
2204, '58, 104 Sel.
2250, '58, 200 Sel.
2300, '59, 200 Sel.
2304, '59, 104 Sel.
2310, '59, 100 Sel.
2400, '60, 200 Sel.
2404, '60, 104 Sel.
2410, '60, 100 Sel.
2500, '61, 200 Sel.
2504, '61, 104 Sel.
2510, '61, 100 Sel.
2600, '62, 200 Sel.
2610, '62, 100 Sel.

PINGAMES

BALLY

Acapulco (5/61)
Barrel-O-Fun (9/60)
Barrel-O-Fun '61 (4/61)
Barrel-O-Fun '62 (11/61)
Ballerina (6/59)
Beach Beauty (11/56)
Beach Time (9/58)
Beauty Contest (1/60)
Big Show (9/56)
Can-Can (10/61)
Carnival (11/57)
Carnival Queen (11/58)
Circus (8/57)
Circus Queen (2/61)
County Fair (10/59)
Crossroads (1/56)
Cypress Gardens (6/58)
Double Header (7/56)
Funspot '62 (11/62)
Flying Circus 2P (6/61)
Golden Gate (6/62)
Key West (12/56)
Laguna Beach (3/60)
Lido (2/62)
Lite-A-Line (2/61)
Lotta-Fun (9/59)
Miami Beach (9/54)
Miss America (2/58)
Night Club (4/56)
Parade (6/56)
Queens (Bch., Is., Trop.) (3/60)
Roller Derby (6/60)
Sea Island (2/59)
Shoot-A-Line (6/62)
Show Time (3/57)
Silver Sails (11/62)
Sun Valley (7/57)
Target Roll (1/58)
Touchdown (11/60)
Twist (11/62)
U.S.A. (8/58)

GOTTLIEB

Around Wld. 2P (7/59)
Atlas 2P (5/59)
Brite Star 2P (4/58)
Captain Kidd 2P (7/60)
Contest 4P (10/58)
Contl. Cafe 2P (7/57)
Cover Girl 1-Plyr (7/62)
Criss Cross 1P (3/58)
Dneg. Dolls 1P (6/60)
Dbl. Action 2P (1/59)
Fair Lady (12/56)
Falstaff 4P (11/57)
Fashion Show 2P (6/62)
Flagship (1/57)
Flipper IP (11/60)
Flipper Clown (4/62)
Flipper Cowboy 1-P (10/62)
Flipper Fair 1P (11/61)
Flpr. Parade (5/61)
Foto Finish 1P (1/61)
Gondolier 2P (8/58)
Hi-Diver 1P (4/59)
Kewpie Doll 1P (10/60)
Liberty Belle 4P (3/62)
Ltng. Ball 1P (12/59)
Lite-A-Card 2P (3/60)
Mademoiselle 2P (11/59)
Majestic (4/57)
Melody Lane 2P (9/60)
Mry-Go-Round 2P (12/60)
Miss Annabelle 1P (8/59)
Oklahoma 4P (2/61)
Olympics 1-P (9/62)
Picnic 2P (10/58)
Preview 2-P (8/62)
Qun. of Diam. (6/59)
Race Time 2P (3/59)
Rack-A-Ball 2P (12/62)
Rocket Ship 1P (5/58)
Roto Pool 1P (7/58)
Royal Flush (5/57)
Seven Seas 2P (1/60)
Showboat 1P (4/61)
Silver 1P (10/57)
Sittin' Pretty 1P (11/58)
Slick Chick 1P (4/63)
Spot-A-Card 1P (3/60)
Str. Flush 1P (12/57)
Straight Shooter (2/59)
Sunset 2-player (11/62)
Sunshine 1P (10/58)
Spr. Circus 2P (10/57)
Sweet Sioux 4P (9/59)
Texan 4P (4/60)
Tropic Isle 1P (5/62)
Universe 1P (10/59)
Wagon Train 1P (4/60)
Whirlwind 2P (2/58)
Wld. Beauties 1P (2/60)
World Champ 1P (8/57)

KEENEY

Flash Back
Old Plantation (2/61)
Black Dragon
El Rancho Hacienda
Rainbow (6/62)

WILLIAMS

Big Deal 1P (2/63)
Black Jack 1P (1/60)

PINGAMES

CASINO

Casino 1P (10/58)
Club House 1P (10/59)
Coquette (4/62)
Crossword 1P (4/59)
Darts 1P (6/60)
Fiesta 2P (12/59)
Four Roses 1P (12/62)
Four Star 1P (7/58)
Gay Paree (6/57)
Gldn. Bells 1P (9/59)
Gldn. Gloves 1P (1/60)
Gusher 1P (9/58)
Jig Saw 1P (12/57)
Jumpin' Jacks 2P (4/63)
Jungle 1P (9/60)
Kingpin (9/62)
Kings 1P (8/57)
Mardi Gras 4P (11/62)
Music Man 4P (8/60)
Naples 2P (9/57)
Nags 1P (3/60)
Reno 1P (10/59)
Rocket 1P (11/59)
Satellite 1P (7/58)
Sea Wolf 1P (7/59)
Serenade 2P (5/60)
Space Ship 2P (12/61)
Starfire (1/57)
Steeplechase 1P (11/57)
Swing Time 1P (5/53)
10 Strike 2P (1/58)
3-D 1P (11/58)
Tic-Tac-Toe 1P (1/59)
Tom-Tom 2P (1/63)
Top Hat (10/58)
Trade Winds 3-5 Bl. (6/62)
Turf Champ (8/58)
Twenty-One 1P (2/60)
Valient 2P (8/62)
Vagabond (10/62)
Viking 2P (10/61)

SHUFFLES—BOWLERS

BALLY

Shuffles

ABC Bowler (7/55)
Jumbo Bowler (9/55)
King Pin Bowler (9/55)
ABC Spr. Del. (9/57)
All-Star Bowling (12/57)
All-Star Deluxe (2/58)
Lucky Shuffle (9/58)
Star Shuffle (10/58)
Speed Bowler (11/58)
Club Bowler (2/59)
Club Deluxe (5/59)
Monarch Bowler (11/59)
Official Jumbo (9/60)
Jumbo Deluxe (9/60)

Ball Bowlers

ABC Bowl. Lane (1/57)
ABC Tournament (6/57)
ABC Champion (10/57)
Strike Bowler (11/57)
Trophy Bowler (4/58)
Lucky Alley (8/58)
Pan American (6/59)
Challenger (9/59)
Super Shuffle (12/61)
Big 7 Shuffle (9/62)

CHICAGO COIN

Shuffles

Triple Strike (2/55)
Arrow (2/55)
Cr. Cross Targette (1/55)
Bonus Score (4/55)
Hollywood (5/55)
Blinker (8/55)
Score-A-Line (9/55)
Bowling Team (10/55)
Rocket Shuffle (3/58)
Explorer Shuffle (6/58)
ReBound Shuffle (12/58)
Championship (11/58)
Double Feature (12/58)
Red Pin (2/59)
Bowl Master (8/59)
4-Game Shuffle (11/59)
Bull's Eye Drop Ball (12/59)
6-Game Shuffle (6/60)
Triple Gold Pin Pro (2/61)
Starlite (5/62)
Citation (10/62)

Ball Bowlers

Bowling League (2/57)
Ski Bowl 6 Plyr (11/57)
Classic (7/57)
TV Bowling Lg. (11/57)
Lucky Strike (1/58)
TV (with rollovers)
Player's Choice (9/58)
Twin Bowler (10/58)
King Bowler (3/59)
Queen Bowler (9/59)
Duke Bowler (8/60)
Duchess Bowler (8/60)
Princess (4/61)
Gold Crown (3/62)
Royal Crown (8/62)

SHUFFLES—BOWLERS

UNITED

Shuffles

Clipper (5/55)
5th Inning (6/55)
Capitol (6/55)
Super Bonus (9/55) DeLuxe model
Top Notch (10/55)
Regulation (11/55)
6-Star (10/57)
Midget Bowling (3/58)
Shooting Stars (4/58)
Eagle (5/58)
Atlas (8/58)
Cyclone (10/58)
Niagara (11/58)
Dual (1/59)
Zenith (6/59)
Flash (6/59)
3-Way (9/59)
4-Way (12/59)
Big Bonus (2/60)
Sunny (5/60)
Sure Fire (10/60)
Line-Up (1/61)
5-Way (5/61)
Avalon (4/62)
Silver (6/62)
Shuffle Baseball (6/62)
Action (7/62)
Embassy (9/62)
Circus Roll-Down (9/62)
Lancer (11/62)
Sparky (12/62)
Caravelle (2/63)
Crest (4/53)

Ball Bowlers

Bowling Alley (11/56)
Jumbo Bowling (9/57)
Royal Bowler (12/57)
Pixie Bowler (8/58)
Duplex (11/58)
Simplex (5/59)
Advance (5/59)
League (10/59)
Handicap (11/59)
Teammate (12/59)
Falcon (4/60)
Savoy (5/60)
Bowl-A-Rama (9/60)
Tip Top (10/60)
Dixie (1/61)
Cameo
5-Star Bowling (5/61)
Classic (6/61)
Alamo (4/62)
Sahara (7/62)
Tropic Bowler (9/62)
Lucky (11/62)
Cypress (12/62)
Sabre (2/63)
Regal (4/63)

WILLIAMS

Ball Bowlers

Roll-A-Ball (12/56) 6 Player

UPRIGHTS

AB Circus (5/56)
AB County Fair (3/57)
AB Circus Wagon Wheels (12/58)
AB Galloping Dominos
AB Circus Play Ball (4/59)
AB Magic Mirror Horoscope (11/59)
AB Mermaid (3/60)
B Jumbo (5/59)
B Sportsman (6/59)
B Jamboree (10/60)
B Super Jumbo (11/60)
CC Star Rocket (5/59)
GA Skeet Shoot (1/57)
GA Super Hunter (6/57)
GA Double Shot (4/58)
GA Wild Cat (12/58)
GA Spr. Wild Cat
GA Twin Wild Cat (7/59)
GA Super Wild Cat
Trail Blazer (12/60)
Twin Trail Blazer (2/61)
K Big Tent
K Spr. Big Tent (6/57)
K Shawnee (1/59)
K Big Roundup (3/59)
K Little Buckeroo (4/59)
K Del. Big Tent (5/59)
K Big 3 (5/59)
K Touchdown (9/59)
K Big Dipper (10/59)
K Twin Big Tent
Criss Cross Diamond (1/60)
K Red Arrow (4/60)
Sweet Shawnee '60
Black Dragon '60
K Twin Red Arrow (5/60)
K Flashback (6/61)

ARCADE

ABT 6 Gun Rifle Range
Air Football
Air Hockey
Auto Photo Model 9
Amer. Shuff. Situation (5/61)
B Undersea Raider
B Derby Gun (2/60)
B Bulls Eye Shooting Gallery (9/55)
B Big Inning (5/58)
B Heavy Hitter (4/59)
B Ball Park (4/60)
B Sharpshooter (2/61)
B Golf Champ (8/58)
B. Bat. Practice (8/59)
B Skill Roll (B 3/58)
B Moon Raider (7/59)
B Target (10/59)
B Spook Gun (9/58)
B Skill Parade (1/59)
B Skill Score (6/60)
B Skill Derby (10/60)
B Del. Skill Parade (4/59)
Capitol Midget Movies
CC Bullseye Baseball
CC Basketball Champ
CC 4-Player Derby
CC Goalee
CC Midget Skee Super model
CC Big League (5/55)
CC Twin Hockey (5/56)
CC Shoot The Clown
CC Stm. Shovel (5/56)
CC Batter Up (4/58)
CC Criss Cross Hockey (10/58)
CC Croquet (8/58)
CC Playland Rifle Gallery (8/59)
CC Pony Express (4/60)
CC Ray Gun (10/60)
CC Wild West (5/61)
CC Long Range Rifle Gallery (1/62)
Ex Gun Patrol
Ex Jet Gun
Ex Space Gun
Ex Pony Express
Ex Six Shooter
Ex Shooting Gal (6/54)
Ex Star Shtg. Gal. (9/54)
Ex Sportland Shooting Gallery (11/54)
Ex "500" Shooting Gallery (3/55)
Ex Treasure Cove Shooting Gal. (6/55)
Ex Jungle Hunt (3/57)
Ex Ringer Ball (11/56)
Ex Pop Gun (9/57)
Ge Lucky Seven
Ge Sky Gunner
Ge Night Fighter
Ge 2-Player Basketball
Ge Rifle Gal. (6/54)
Ge Big Top Rifle Gallery (6/54) Super model (12/55)
Ge Gun Club
Ge Wild West Gun (2/55)
Ge Sky Rocket Rifle Gallery (5/55)
Ge Championship Baseball (9/55)
Ge Quarterback (10/55)
Ge Hi Fly Baseball (5/56)
Ge State Fair Rifle Gal. (6/56)
Ge Davy Crockett (10/56)
Ge Circus Rifle (3/57)
Ge Motorama (10/57)
Ge Gypsy Grandma (5/57)
Ge Fun Fair (3/58)
Ge Space Age Gun (6/58)
Jungle Joe
Ke Air Raider
Ke Sub Gun
Ke Sportland De Luxe model
Ke Ranger (3/58) DeLuxe Model (3/55)
Ke League Leader (4/58)
Ke Sportland
Ke Two-Gun Fun (3/62)
Mid Red Ball (5/59)
Mid Joker Ball (11/59)
Midway Bazooka (10/60)
Midway Shooting Gallery (2/60)
Del. Model (5/61)
Midway Del. Baseball (5/62)
Mid. Target Gallery (7/62)
Carnival Tgt. Glry. (2/63)
Mills Panorama Peek (11/54)
Munves Bike Race (5/58)
Munv. Sat. Trkr. (5/59)
Mu Atomic Bomber
Mu Ace Bomber
Mu Dr. Mobile
Mu Fly Saucers
Muto Lord's Prayer
Mu Photo (Pre-War)
Mu Photo (DeLuxe)
Mu Silver Gloves
Mu Sky Fighter
Munves Squoits (11/57)
Muto Voice-O-Graph Pre-War Model Post-War Model
Mu K. O. Champ
Mu Drive Yourself
Mu Bang-O-Rama (4/57)
Philadelphia Toboggan Skee Alley
Scientific Pitch 'Em
Seeburg Bear Gun
Seeburg Coon Hunt
Set Shot Basketball
Telequiz
Un Jungle Gun
Un Carn. Gun (10/54)
Un Bonus Baseball (3/62)
Un Bonus Gun (1/55)
Un Star Slugger (7/55)
Un Spr. Slugger (4/56)
Un Pirate Gun (10/56)
Un Yankee BB (3/59)
Un Sky Raider (10/58)
Wm. Del. BB (4/53)
Wm. Major Leaguer
Wm. Big Lg. BB (2/54)
Wm. Jet Fighter (10/54)
Wm. Safari (2/54)
Wm. Polar Hunt (3/55)
Wm. Sidewalk Eng (4/55)
Wm. King of Swat (5/55)
Wm. 4-Bagger (4/56)
Wm. Crane (10/56)
Wm. Penny Clown (12/56)
Wm. 1957 Baseball
Wm. 10-Strike (12/57)
Wm. Ten Pins (12/57)
Wm. Shortstop (4/58)
Wm. Pinchhitter (4/59)
Wm. Vangard (10/58)
Wm. Hercules (2/59)
Wm. Crusader (6/59)
Wm. Titan (8/59)
Wm. Del. Bat. Champ (5/61)
Extra Inning (5/62)
World Series (5/62)
Road Racer (5/62)
Bally Champion Horse
Bally Moon Ride
Official Baseball (4-60)

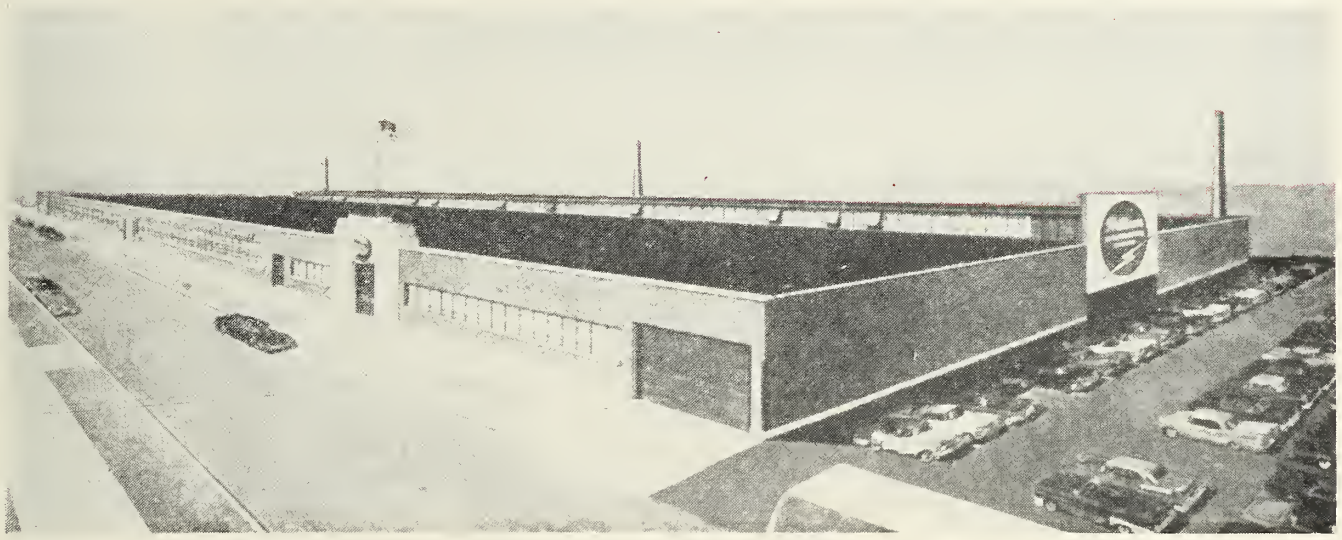
KIDDIE RIDES

Bally Champion Horse
Bally Moon Ride
Pony Twins
Bally Space Ship
Bally Speed Boat
Bally Tnrvle. Trolley
Bert Lane Lancer Horse
Bert Lane Merry-Go-Round
B.L. Miss America Boat
Bert Lane Fire Engine
B.L. Whirly Bird (3/61)
B.L. Moon Rocket (3/61)
Capitol Donald Duck
Capitol Elsie
Capitol Palomina Horse
Capitol See Saw
Chicago Coin Super Jet
Chicago Round The World Trainer
Deco Merry-Go-Round
Deco Space Ranger
Exhibit Big Broncho
Exhibit Mustang
Exhibit Sea Skates
Exhibit Space Patrol
Scientific Television
Scientific Boat Ride
Texas Merry-Go-Round
Exhibit Rudolph The Reindeer

Words are merely words

integrity, reliability, performance, excellence, etc...

...unless they are true.



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El Toro is a 2-player replay game with an extra ball feature, dual drop targets with "special" scores, number match feature, multiple roll-overs, targets, jet bumpers, flippers, and rebound kickers which all add up to fun with score galore.

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Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

WANT

WANT—To buy National 13 Column Cigarette Machines; REDD MUSIC CO.—225 MAPLE ST.—LAUREL, MISS. (Tel. PH4262148)

WANT—Picture glass for William Satellite; United Handicap Shuffle. ALOUETTE AMUSEMENT CORP.—2350 DELORIMIER AVE.—MONTREAL, CANADA.

WANT—Route to manage or will take over payments, fifteen years experience, do most service work, non drinker. P. O. Box #81—CARROLLTON, KY.

WANT—New EP and LP records, surplus, returns, overstock, etc., any quantity. Write information to: SCANDINAVIAN INTERNATIONAL RECORDS—P. O. BOX 275, STOCKHOLM 1, SWEDEN.

WANT—We need AMI; H 200; I 200; J 200 Electrics; Stoner 8 col; Candy with Gum & Mint! DuGrenier 12 & 14 col. Cigarettes. State lowest price and condition. MILLER-NEWMARK DIST. CO. — 42 FAIRBANKS ST. S.W. — GRAND RAPIDS 2, MICH. 49502. (Tel. GI 6-6807).

WANT—Used 45 rpm records. All types as they run, right off the route. We buy on a C.O.D. basis & pay freight. KING SALES—1415 WASHINGTON ST.—BOSTON, MASS. (CO 6-5778) Call collect for quick deal.

WANT — Telequiz; Seeburg Phonographs: Gottlieb Pinballs: THE GENERAL AUTOMATIC S.C. — 60 RUE VAN SCHOOR — Brussels, Belgium. * Cable JEUMATE/Brussels.

WANT — Surplus 45 rpm records. We buy large quantities, on a very steady basis. We are the nation's foremost packager of promotional priced and packaged phonograph record packs. Bank references furnished. we are rated in D & B. NATIONAL BAG-O-TUNES, INC., 15 ALABAMA AVENUE, ISLAND PARK, L. I., N. Y. (Tel. 516-TU 9-9300).

WANT—Mid. Red Ball; Bally Skill Score; ChiCoin Drop Ball Upright; ATLAS DIST., 1024 COMMONWEALTH AVE., BOSTON 15, MASS. (Tel. RE 4-1384).

WANT—Exhibit's IOU, Selectem and Horseahoes. State price, quantity and condition in first letter. NEW LIDO ARCADE, 412 EAST BALTIMORE STREET, BALTIMORE, MD.

WANT—Late Bingos, Gott: 2-4 players, Seeburg CV200, Large Ball-rollover Bowlers. Unshopped, complete, working packed original cartons. We pay CASH in Dollars. Prices FOB nearest seaport. MAX LOBO & CO.—MEIR 23, ANTWERP, BELGIUM. (Tel. 33.81.33—cable LOBOMA).

WANT—Gottlieb pins, late model Bally, United Shuffle Alleys. Write, wire, phone. SCOTT CROSSE CO., 1732 FAIRMOUNT AVE., PHILADELPHIA, PENNA. CEnter 6-4444.

WANT—Juke Box Operators. For a steady year round outlet for your used records. Manufacturers'. For your overruns and surplus LP's & 45s. Call or write. EASTERN RECORD SALES & DIST. INC., 751 10th AVE., N. Y. 19, N. Y. (Tel. CI 5-9469).

WANT—Gottlieb 2 & 4 players. TOLEDO COIN MACHINE—814 SUMMIT—TOLEDO, OHIO.

WANT—Panorams and Panoram parts. United Triple Plays Wanted. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO, CALIF. (Tel. HEmlock 1-1750).

WANT—Need Gottlieh Pingames and Seeburg Phonographs (V-200's and more recent models). Quote prices F.O.B. nearest seaport. VERHEDA P.V.B.A. KRONENBURGSTRAAT, ANTWERP-BELGIUM. CABLE ADDRESS: VERHEDA.

WANT—Juke Boxes; Kiddies Rides; Skill Games; Candy Machines; State price. Condition, quantity; AUTOMATIC SELLING ASSN. 12 WATERFORD ROAD, ISLAND PARK, N.Y. (Tel. 516—GE 1-3321).

WANT—Records, 45's and LP's, surplus, returns, overstock, cut-outs, etc. HARRY WARRINER, KNICKERBOCKER MUSIC CO.—453 McLEAN AVE., YONKERS, N.Y. (Tel. GReenleaf 6-7778).

WANT—To buy in quantity for resale—National 111 and 113 Cigarette machines. For Sale or trade—Deluxe Big Tents; County Fairs; Double Shots; Skeet Shoots; 6 Bright Spot Bingos. Write or call—E. L. HARRIS. BUDDY BUDDY ENTERPRISES, CHESTER, ILLINOIS.

WANT—Blues, rhythm and blues, jazz used 45's. No quantity too small. We pay top prices and freight. Age of recorns makes no difference. Write first, giving approximate amount on hand. RECORD MART, 2222 ELM, DALLAS 1, TEXAS.

WANT—New records 45 rpm and LP's any quantity. Highest prices paid. All replies confidential and favorable to dj's, reviewers and Mfrg. with surplus inventories. RECORD SHACK, 274 W. 125th STREET, NEW YORK, N.Y. (Tel. UN 6-1600—area code 212).

WANT—Used 45 RPM Records. All types, as they run, right off the route. No sorting or picking. We pay freight from anywhere in USA. Standing order available for regular shippers. JALEN AMUSEMENT CO., INC., 14 EAST 21st ST., BALTIMORE 18, MD.

WANT—New 45 rpm records. No quantity to large or small. We pay the highest price, plus all freight. Also over-run return hit records. Contact immediately for quick transaction Call Collect. SUTTON RECORD CO. 34 EAST 14th STREET NEW YORK, (Tel. CH 2-3250).

WANT—45 RPM Records, new or used. LP's also considered. We pick up any quantity you have on hand and pay highest cash prices. Write information to: EARL KUHNS DIST. CO., 4580 SNEAD, SANTA CLARA, CALIFORNIA. CHerry 1-0087.

WANT—We pay the highest prices for all Bally Bingos and Gottlieb Pinballs manufactured 1958 and up. Interested all brand new closeouts. Also arcade equipment. Cable or write to: HOLLAND-BELGIE, EUROPE SPRI., 276 AVENUE LOUISE, BRUSSELS 5. BELGIUM. (Cable address. HOBEL-EUROP-BRUSSELS).

WANT—Jacques Palmer has an office in Antwerp buyer of Seeburg, Wurlitzer and AMI Music, pins, bingos, shuffles, bowlers, guns, arcade equipment. Cash on the line. Contact PALMER at BELINTRACO, 31 SOMERS STRAAT, ANTWERP, BELGIUM.

WANT—Attention: Distributors and record shops. There's Gold on your shelf. Want 45 rpm records up to 10 years old. Highest prices paid anywhere. Up to 43¢ each—our choice. BIG JOHN RECORDS, 687 WASHINGTON ST., BOSTON, MASS. (Tel. 338-7426).

WANT—New close out over-run return hit 45-rpm records. Contact immediately for quick transaction. BILL ISAACS, ISAACS RECORD ENT. INC., 223-07 HEMSTEAD AVE., QUEENS VILLAGE 29, N.Y. (Tel. HO 4-7770)

WANT—Your used or surplus 45 rpm records, also new surplus LP's. We buy all year 'round and pay top prices. No lot too large or too small. We pay freight. BEACON RECORD DIST. INC., 725 BRANCH AVE., PROVIDENCE, R.I. (Tel. UNion 1-7500. JAckson 1-5121).

WANT—45 rpm Record closeouts. Returns, surplus and cut-outs. New only. Call or write. H. SHENKMAN, PARAMOUNT RECORD CO.—16 CHERYL LANE NORTH, —BETHPAGE, N. Y. (Tel. 516-MY 4-4178).

WANT—Any age used 45 RPM records. Tell us what you have. We pay all freight from anywhere. We pay highest prices. Try us and profit. Don't wait! Write us today! MUSIC SERVICE CO., 424 E. Broad St., Richmond 19, Va.

CLASSIFIED ADVERTISING SECTION

WANT—Bingo mechanics to work in fabulous Las Vegas call 3823633 for further information in Las Legas, HONEST JOHN'S—2456 LAS VEGAS BLVD.—LAS VEGAS, NEV.

WANT—Bingos for export. Please send your complete inventory with prices to be exported by registered exporter. Box #586—CASH BOX — 1780 BROADWAY, NEW YORK 19, N. Y.

WANT—Philadelphia Toboggan (Skee Balls) quote quantity, price, condition and serial # in first letter. DAVE LOWY-M.J.L. OPERATING CORP., 602 TENTH AVENUE, N.Y.C. 36 (Tel. LT 1-1033).

WANT—45 RPM Records, new or used. No quantity too large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. DIckens 2-7060).

FOR SALE

FOR SALE—Used juke box records right off routes. Steady weekly supply. MERIT RECORDS—129 FRANCIS ST.—EVERETT, MASS.

FOR SALE—Fischer Late Model Bumper Pool Tables $175.00; Fischer Late Model 6-Pkt. $275.00; Irv. Kaye Late Model Bumper Pool Tables $165.00; Irv. Kaye Late Model 6-Pkt. $260.00; Fischer and Kave early model Bumper Pool Tables with slate $75.00. AMERICAN, 3000 CONEY ISLAND AVE., BKLYN., N.Y.—DEwey 2-9602.

FOR SALE—New kiddie rides Southland Traveling Pony; X17 Space Ship; Traveling Dinosaur; Speedway Racing Game. Top locations available. Write or phone. WESTERN TRAILS AMUSE. CO.—3249 N. BROADWAY, CHICAGO 13, ILL. (Tel. DI 8-2900)

FOR SALE—Un. Regulation Shuffle $95; Bally Del. All Star $85; Wm. Ten Pins $89-50; Ingo Gripper $35; Chico Classic Bowler $145; United Sandy Horse $325; See: Wallboxes $25; Send for list complete. GRECO BROS. AMUSE. CO. INC.—1288 BROADWAY—ALBANY, N.Y. (Tel. HObart 5-0228)

FOR SALE—Seeburg DS-100 $925; AY-160 $850; 1 61 $575; WURL: 2150 $295; 2200 $350; All completely reconditioned. Wall Boxes as is complete 3W1 $15; V-3WA-S3WA $50; Wurl: 5210 $35; 5250 $50; NASTASI DIST. CO.—826 BARONNE STREET —NEW ORLEANS, LA. (Tel. 523-6386)

FOR SALE—50 recorded songs only $3.00. Many great songs by favorite artist, our choice. New records, guaranteed. State style of music preferred—Pop, R & B or Country. Offer good only U.S.A. No C.O.D.'s. RHYTHM RECORDS—BOX A—ARCADIA, CALIF.

FOR SALE—Bally: Skill Parades $95.00; Lucky Alley Ball Bowlers $125.00; Cross Country $295.00; Moon Shots $275.00; Champion Horse $325.00. Gottlieb: Gauchos Deluxe 4-Plyr., like new, $525.00; Rack-A-Balls $290.00; Liberty Belles $440.00; Williams: King Pins $285.00; Mardi Gras $480.00; World Series Baseballs $340.00; Deluxe Pinch Hitter Baseballs $195.00; Big Deals $275.00. Chicago Coin: All Star Baseballs $395.00; Royal Crown Bowlers 14 ft. $850.00; Long Range Rifle Gallery $385.00. All-Tech: Twirly Bird $595.00; Indian Scouts $525.00; Musical Ferris Wheels $625.00. NEW ORLEANS NOVELTY COMPANY — 1055 DRYADES STREET — NEW ORLEANS, LOUISIANA—Tel: 529-7321.

FOR SALE—Beauty Contest (new) Balls-A-Poppin' (2 pl.); Green Pastures; Turf Champ; Harbor Lites; World Champ; Ten Strike; Golf Champs; Bowlers; Triple-Strike S.A.—NOBRO NOVELTY—142 DORE ST. SAN FRANCISCO, CALIF. (Tel. MArket 1-5438)

FOR SALE—(On premises only) United Shuffle Alleys—five way $395; Embassy $595; Zenith $225; MOHAWK SKILL GAMES CO.—67 SWAGGERTOWN ROAD —SCHENECTADY, N.Y. 12302

FOR SALE—Mills "Peek" Panarama, completely reconditioned, guaranteed A-1 shape, $395; F.O.B. Louisville, Ky. Term one third (1/3) cash, balance, sight draft. FUN-CENTER, 419 W. BROADWAY, LOUISVILLE, KY.

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FOR SALE—Ball Bowlers shopped. C.C. T.V. Bowler 15' $195; C.C. Player Choice 13' $275; C.C. Player Choice 15' $275; Bally Trophy 11' $225; Bally Trophy 14' $225; Bally Lucky 11' $295; Bally Lucky 14' $295; HASTINGS DIST. CO. INC., 6100 WEST BLUEMOUND ROAD MILWAUKEE 13, WISC.

FOR SALE—Uprights, Bingos for export. Flashbacks Sweet Shawnee; Super Jumbo: Twin Super Wildcat; Big Dipper; Criss Cross Diamond; Lotta Fun; Barrel-O-Fun; New in crates. Shoot-A-Line '62 and Venus. FOB Balt. Md. CROSS DUNHAM & CO.—350 GREENDALE ROAD—YORK, PA. (Tel. 85124)

FOR SALE—Cash for used Mills or Jennings slot machines. Machines can be shipped legally to Nevada. All inquiries will be confidential. Write or call WESTERN NOVELTY CO., 1995 DICKERSON ROAD, RENO, NEVADA. (Tel FA 3-8546).

FOR SALE—Any Model United Shuffle Alley, Any Quantity. At Any Time. Call, Write, Wire. UNITED EAST COAST CORP. 585 TENTH AVE., NEW YORK 36, N.Y. PEnnsylvania 6-6680.

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FOR SALE—Hi-Speed Super Fast Shuffle Board Wax. 24 one-pound cans per case. $8.50 f.o.h. Dallas, Texas. Sold on money back guarantee. Distrihutor for D. Gottlieh, ChiCoin. STATE MUSIC DISTRIBUTORS INC., 3100 MAIN ST., DALLAS, TEXAS.

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FOR SALE—Seeburg close out prices on chrome. 3W 100—like new; V3WA—200; 3WI—100. Write for distributors price. SEACOAST DIST. INC. 1200 NORTH AVENUE—ELIZABETH 4, N. J.

FOR SALE—Closeouts: Bally Table Hockey (floor samples $195; Bucky Horse (floor sample) $595; Fun Phone (new); Lotta Fun; Barrel O'Fun; Barrel O'Fun "61"; Barrel O'Fun "62"; Fun Spot "63"; Shoot-A-Line. Write or call. MICKEY ANDERSON AMUSE. CO.—314 EAST 11th STREET—ERIE, PA. (Tel. GLendale 2-3207)

FOR SALE—Bally Shuffles; ABC Super, Deluxe, Congress, Whiz and Speed United Shuffles: Eagles and Atlas. GLOBE DIST. CO. INC.,—1623 N. CALIFORNIA AVE.—CHICAGO 47, ILL.

FOR SALE—1 Un. Eagle Shuffle Alley; 1 Un. Lightning Shuffle Alley; 1 Un. Bowling Alley; 1 Un. Team Bowler; 3 Bally ABC Bowlers. No reasonable offer refused. IMPERIAL COIN MACHINE CO., 498 ANDERSON AVE., CLIFFSIDE PARK, NEW JERSEY. (Tel. WH 5-2893).

CLASSIFIED ADVERTISING SECTION

FOR SALE—Big Time, Gay Time $90; Broadway $125; N. Club $135; Beach Time $245; Carnival Queen $275; Sea Island $365; Ballerina $435; County Fair $500; Buckley Track Odds FP or cash P.O. $325; CROSSE-DUNHAM & CO., 350 GREENDALE ROAD, YORK, PA.

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FOR SALE—All kinds of Fruit Machines, Jennings Standards and Mills High and Low tops. Evans Races and Bangtails, Clover Bells, Draw Bells, Citation and Turf King One Ball. Shopped for export. ATOMIC COIN MACHINE CO. BOX 4312, NORTH LAS VEGAS, NEV.

FOR SALE—Seven Lord's Prayer Machines—very good condition but not refinished, $149.50 each. This is the season for this equipment. ABT Bill Changers, current model, like new. Listed at $995; our price $675. Five Vendo 210 Milk Vendors @ $250 each. SHELDON SALES DIST. CORP.—881 MAIN ST. — BUFFALO, N. Y. (Tel. TT 5-9106).

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FOR SALE—Games & music of all kinds: Baseballs $100 up; Pin Games $75 up; S. Alleys $50 up; Games $125 up; Bally Horses $200 ea; 6 for $1000. Also used Vending & Cigarette Machines. Wire, write, or call GABRIELSON & CO.—724 MEMORIAL DRIVE S.E.—ATLANTA 16, GA. (Tel. 525-7441).

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FOR SALE—100,000 new 45 rpm 6 months to 1 year old, $10 per 100, $95 per 1000. Also 25,000 EP's $25 per C; $200 per M; 12" LP's available $100 per C; $950 per M. RAYMAR SALES CO., 170-21 JAMAICA AVE., JAMAICA 32, N. Y. (Tel. OLympia 8-4012).

FOR SALE — One United Baseball $545: WESTERN DIST.—1226 S.W. 16th AVE., PORTLAND 5, ORE.

FOR SALE—Regulation Shuffle Alleys $150.; Bulls Eye Drop Ball $75.; Guns, Five Balls, Old Shuffles, Drink Machines, Cigarette Vendors. Write or call CENTRAL DISTRIBUTORS, INC., 2315 OLIVE ST., ST. LOUIS, MO.

FOR SALE—Real clean Seeburg H201 Hideaways @ $345; or three for $900; KD 200 @ $325 or five for $1500; AQ160SH-2 $795; Q160M $695; AMI HI20 $275; 1 120 $325; Continental 1 200 @ $395 or two for $750; Continental 2 100 $695; Rockola 1468 $395; Bally Table Hockey like new $195 or five for $875; Stoner D500 Instant $89.50; D13 Stoner Instant $250; direct overseas shipment from Port of Detroit. MARTIN AND SYNDER CO.—13200 W. WARREN AVE. DEARBORN, MICH. (Tel. LUzon 2-2300)

FOR SALE—Auto-Photo Studios, Model 9 $995.; Model 11 $1,995.; ABT Shooting Gallery (like new); Kiddie Rides, Arcade Equipment. Write for list and prices. ADVANCE DISTRIBUTING CO., 5644 DEL-MAR BLVD., ST. LOUIS 1, MISSOURI. (Tel. PArkview 7-1373).

FOR SALE—Registered for export. Available Hollycranes, Bingos, Big Times, Varieties, Gay Times, Miami Beaches, Broadways, Night Clubs, Carnivals, Sea Islands, etc. Write for prices. Immediate delivery. D & P MUSIC, 27 EAST PHILADELPHIA, YORK, PA. (Tel. 8-1846).

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FOR SALE—Six-pocket tables a/new slate and new accessories reconditioned like new, 73443 $175; 90 x 50 $275; Midway Shooting Gallery $195; Bally Lucky S/A $175; United 3-Way S/A $225; United Dolphin $475; Bally Rocket S/A $75; BETSON ENTERPRISES, INC.—3726 TONNELE AVENUE —NORTH BERGEN N.Y.

FOR SALE—For best prices on Pin Ball and Shuffleboard machines, please write or call 234-7123. TRI-STATE DIST. CO., Box 615, Rome, Ga., or 1441 CENTRAL AVE., CHATTANOOGA, TENN. (Tel. AM 5-4858).

FOR SALE—Mills & Jennings Fruit Machines all types and models, complete with automatic JacPots, in top condition. Will pack in wood for export. ALMAN ENT., BENDER WAREHOUSE, DICKERSON ROAD, P.O. BOX 4300, RENO, NEVADA.

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FOR SALE—Kiddie rides repainted and ready to go at $375 each; 1 Tusko Elephant; 1 Stage Coach; 1 Fire Engine; Several Covered Wagons. MIDWEST DIST., 709 LINWOOD BLVD., KANSAS CITY, MO.

FOR SALE—Seeburg V-200 $175 or 4 for $540. Wurlitzer 2300 $475 or 2 for $825; AMI Cont. II-100 $695 or 3 for $1.800; BIRD MUSIC DIST. INC.—124-126 POYNTZ —MANHATTAN, KANS.

FOR SALE—Rock-Ola 1455 $245; 1435A, $75; 1438, $150; Seeburg 100 Wall Box, $35. Also large supply of Uprights and Gott: 5 Balls. HALLGREN DIST., INC., 1626 3rd AVENUE, MOLINE, ILL.

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Imperial Shuffleboard .....
Electra 6 Pkt. Pool Table .....

AUTO-PHOTO CO.
Model 12 Studio $3,245.00
V-2 Auto-Voice Recorder

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Cue-Tease (2 Plyr. Pin) (7/63) ...
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Fun-Phone (3/63) .....
Spinner .....
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Bucky Bronco Kiddie Horse .....
Equipped with combination coin mechanism; Std. dime coin mechanism $995.00
Bank-Ball .....
Deluxe Bally Bowler 16' lengths ...
5' Extension Sections $105.00 (May 1962)

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Strike Ball Shuffle (5/63) .....
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Crown Ninety (90") .....
Crown Eighty Five (85") .....
Royal 90 (90") .....
Royal 76 (76") .....
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ABT Challenge Pistol .....
ABT Guesser Scale .....
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Swing Along 2P (7/63) ....

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Mark I, 77x45 .....
Mark II, 85x47 .....
Mark III, 92x52 .....
Mark IV, 106x58 .....
Mark V, 113x63 .....
Deluxe Satellite, 77x45 .....
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Regular 56x40 .....
Jumbo 75x43 .....

J. H. KEENEY & CO.
Go Cart • 1P (5/63)

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Rifle Range (6/63) .....
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404 100 Sel. (Capri) Stereo-Monaural Phono. .....
404 100 Sel. (Capri) Stereo-Monaural Phono. (With #1979 Full Dimensional Stereo Kit.) ....
408 160 Sel. (Rhapsody) Phono. With Full Dimensional Sound Feature .....
1494-G 100 Sel. Wall Phono. .....
1624 Large Stereo Speaker .....
1627 Small Stereo Speaker .....
1950 Remote Volume Control .....
1558 Wall Box (160 Sel.) .....
1564 Wall Box (100 Sel.) .....

ROCK-OLA IVI CORP.
Model TRLB-M—Coffee, Hot Chocolate, Soup Vendor—Batch fresh brew, modulator door and light, 600 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, liquid sugar, liquid soup, fresh cream, with changer.
Model 1400—Coffee, Hot Chocolate, Soup—Single cup fresh brew, 500 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, granulated sugar, soluble cream with changer.
Model 1400S—Coffee, Hot Chocolate, Soup—Single cup fresh brew, 500 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, whipped powdered soup, granulated sugar, soluble cream with changer.

(Fred Hebel Corp.)
Model 3400 Hebel—Coffee, Hot Chocolate, (Color Beige)—Single cup fresh soluble coffee, all dry ingredients, 225 cup capacity, coffee 4 ways, whipped powdered chocolate, without changer, changer optional (extra charge).

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Rowe-AMI L-200 Phonograph with Automix, Stereo-Round (Plays 33-1/3-45 stereo or monaural records, intermixed.) Has three-in-one convertibility, 200 selections, 160 selections, or 100 selections.
HAC-200 Hideaway, 200 Sel. Sel. Mon.
HEB-200 Hideaway, 200 Sel. Selective Stereo
CDA Stepper, CDD Stepper, WQ-100 100 Sel. W.B., WQ-100 100 Sel. W.B., WQ-120 120 Sel. W.B., WQ-200 200 Sel. W.B., WQ-200-1 200 Sel. W.B., Dual Price Play, WQ-200-3 200 Sel. W.B., Dual Price Play, 4-Coin Rejector
F-10436 Bar Grip, W.B. Mounting Bracket
EX-600 Cylindrical Wall Speaker
EX-700 Wall Speaker
L-2130 Ceiling Spkr., Choice of Grille Types Listed: L-2136 Random Pattern, L-2136 Uniform Pattern, L-2605 Circular Flush-Mount Grille
Riviera Gigarette, 20 sel. 800 pack.
Celebrity Cigarette Merchandiser, 14 selection, 510 pack capacity, modular line.
Celebrity Candy Merchandiser. 11 selections, 360 capacity, modular.
77 Candy Merchandiser, 11 sel, 360 cap.
Tasty 20 Candy Merchandiser, 20 sel, 560 cap.
Celebrity Pastry Merchandiser, 5 selection, 100 capacity, modular.
Celebrity Hot Food Merchandiser, 7 selection, 140 capacity, modular.
Celebrity All Purpose Merchandiser, 130 capacity, 130 selection, modular.
Celebrity Fresh Brew Coffee Merchandiser, 11 selection, 750 cup capacity, modular.
Celebrity Cold Drink Merchandiser, 4 selection, 1000 cup capacity, crushed ice feature optional, modular.
Dollar Bill Changer, 10 change combinations, up to $300 bank capacity.
Celebrity Condiment unit, accommodating oven, can opener, ketchup, mustard, salt, pepper, etc., modular.

THE SEEBURG CORP.
LPC-1—Stereo LP Console, 160 Selection Phono.
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All LP Consoles have the following standard equipment: Personalized, Album of the Month Feature, Plays 33-1/3 and 45 RPM records intermixed, Album Pricing and universal pricing system, Half Dollar, Income Totalizer.
HLPC-1—Stereo LP, 160 Selection, Hideaway Plays 33-1/3 and 45 RPM records intermixed, Album pricing and universal pricing system, Income totalizer.
DS160H—Directional Stereo, 160 Selection Phono. With Artist of the Week Feature, Universal Pricing, Plays 33-1/3 and 45 RPM records intermixed, Half Dollar, Remote Control optional.
SC-1—Stereo Consolette, 160 Selection. Includes the following features: Personalized, Album of the Month, Album and single pricing, Pushbutton volume control, Remote selection, Twin stereo speakers, Remote income totalizer.
3W100—Wall-O-Matic 100, Single Pricing
TW1—Twin stereo wall speaker, 8 inch
TC1—Twin stereo corner speakers, 8 inch
TR1—Twin stereo recessed speakers, 8 inch
EBWC1-12 — Extended bass corner/wall speaker, 12 inch
PRVC-2—Powered remote volume control
CC-2—Coin counter
BACKGROUND MUSIC
Encore1 750 Sel.
BMS-2—Background Music unit, 1000 sel.
BMC-1—Background Music Compact
BMCA-1—Companion Audio
CIGARETTE VENDOR
4E3—Modular unit, 825 pack capacity.
4E3XM—Modular (less match unit) 825 pack capacity.
4E4—Free Standing, Personalized, 825 pack capacity.
4E4XM—Free Standing, Personalized (less match unit) 825 pack capacity
COFFEE VENDOR
662-C—Seeburg/Bally Coffee vendor brews coffee cup at a time, Coffee-Chocolate (dry ingredients) 200 7 oz. cups. Selective: 5
664-D—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate (dry ingredients) 450 7 oz. cups. Selective: 5
664-DS—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate-Soup or Tea (dry ingredients) 450 7 oz. cups. Selective: 6
664-R—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate (refrigerated cream) 450 7 oz. cups. Selective: 5
767—Seeburg/Bally Coffee Vendor—Fits any in-line modular installation, Coffee-Chocolate-Soup or Tea (dry ingredients) 650 cup capacity, Selective: 6
COLD DRINK
4SCD2—Cold Drink vendor, with crushed ice, 1500 cup capacity, 4 flavor
7SCD1—Cold Drink vendor, with crushed ice, 1500 cup capacity, 7 flavor
MILK VENDOR
MV-1—Modular Milk Vendor, capacity 246-336 cartons depending on size. Selective: 3

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Fast Draw .....
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Travel Pony .....

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Model 6700 .....
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Special 6-Pocket Model
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Regulation Bumper Pool .....

WILLIAMS MFG. CO.
El Toro 2P (8/63) .....
Skill Pool 1P (6/63) .....
Major League Baseball (3/63) ....
Voice-O-Graph .....

THE WURLITZER COMPANY
2700 Stereo-Mono., 200-sel. phono.
2710 Stereo-Mono., 100-sel. phono.
Wall Boxes
5010 WB Ten Top Tunes sel. 50¢
5250 WB 200-sel. 10-25-50¢
5207 WB 104-sel.
5200 WB 100-sel. 10-25-50¢
Speakers
5122 Stereo Convertible Console Spkr.
5123 Stereo Wall Spkr.—12" Coaxial
5124 Stereo Corner Spkr.—8" Extended Range
5125 Stereo Extender Spkr. (Packed in Pairs)
5126 Stereo Directional Spkr. (Packed in Pairs)
Hideaway Phonographs
2717 Stereo-Mono. 200-sel.
2711 Stereo-Mono. 100-sel.

Harry Jacobs, Jr., Milwaukee Wurlitzer Distributor, and Evelyn Green discuss the potential earnings of the Ten Top Tunes on the Wurlitzer 2700.

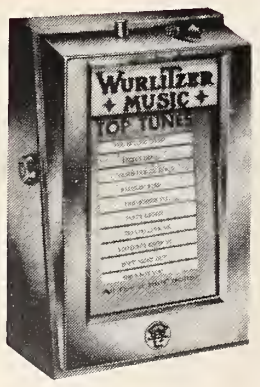
50% BOOST IN EARNINGS

Evelyn Green, owner of Evelyn's Starlight Diner, with one of the three Model 5010 Wurlitzer Wall Boxes installed on the counter of her diner.

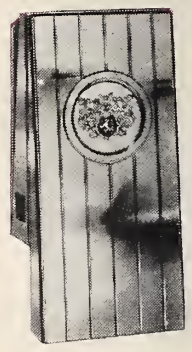
WURLITZER 2700 PLUS FOUR HALF-DOLLAR, SINGLE-COIN TEN TOP TUNE WALL BOXES, JUMP TAKE IN EVELYN'S STARLIGHT DINER

Evelyn's Starlight Diner, 1501 W. Walnut St., Milwaukee, was averaging $60 a week with an older Wurlitzer. Replaced by a Wurlitzer 2700 with the 10 TOP TUNES FEATURE and four Wurlitzer Model 5010 Half-Dollar, Single-Coin Wall Boxes — three on the counter and one on the wall in a separate room — the earnings jumped 50% to $90 a week.

Ideal for counter, bar or wall, these compact Wurlitzer Boxes are making the exclusive Wurlitzer Ten Top Tunes feature an even more potent profit-producer. See Your Wurlitzer Distributor NOW!



WURLITZER
Model 5010
Wall Box
Actual Size:
6" x 9"



High lustre chrome bracket, for mounting Wall Box on counter or bar.

YOU GET THE BIG MONEY-MAKERS FROM...

WURLITZER

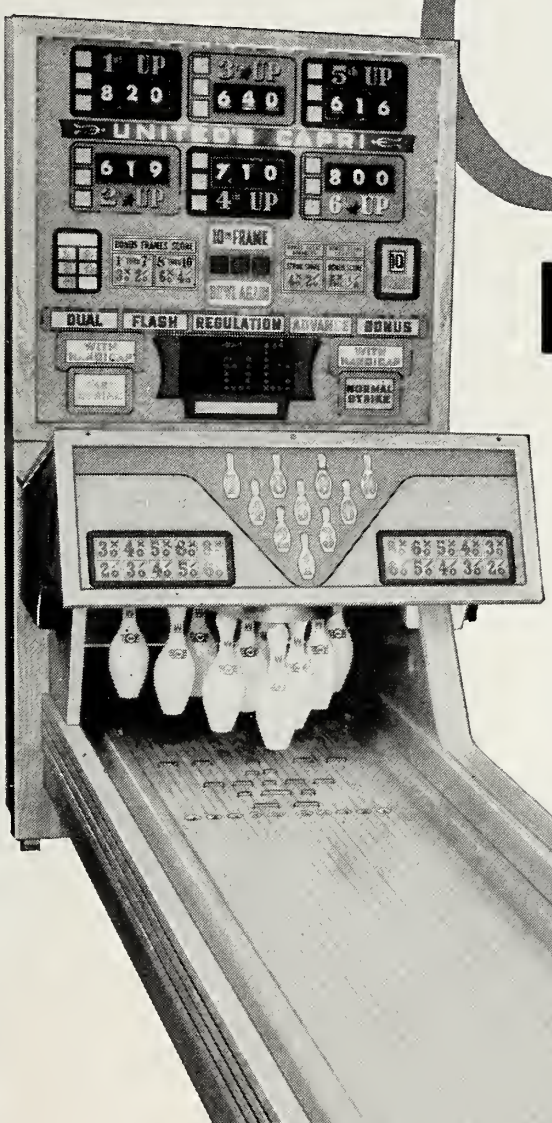
THE WURLITZER COMPANY • *107 Years of Musical Experience* • NORTH TONAWANDA, N. Y.

See Wurlitzer at the MOA Show, September 4-6, Morrison Hotel, Booth 9, Grand Ballroom

UNITED'S Capri BOWLING ALLEY

5 WAYS TO PLAY

DUAL-FLASH | **FLASH** | **REGULATION** | **ADVANCE** | **BONUS**



POPULAR
READ-OUT
FEATURE
FOR ALL 5 TYPES OF SCORING

Players' Choice of
EASY STRIKE OR NORMAL STRIKE

Featuring

New STAINLESS STEEL ENCLOSURE
for COIN-MECHANISM
with EXTRA LARGE CASH BOX

*

Standard 10¢ Play
(Optional at Extra Cost)
DOUBLE-NICKEL-DIME-QUARTER
HALF-DOLLAR PLAY

CENTER COIN ENTRY

1 to 6 Can Play

Available in
13 FT. and 16 FT.
Standard Lengths

★

4 FT. and 8 FT. Sections
are available to
increase lengths as desired

Designed by the
ORIGINATOR
of Coin-Operated
SHUFFLE ALLEYS
and
BOWLING ALLEYS

CHROME RAIL

HIGHEST RESALE VALUE

13 Ft. Shipping Weight (Crated) 740 lbs.
16 Ft. Shipping Weight (Crated) 775 lbs.

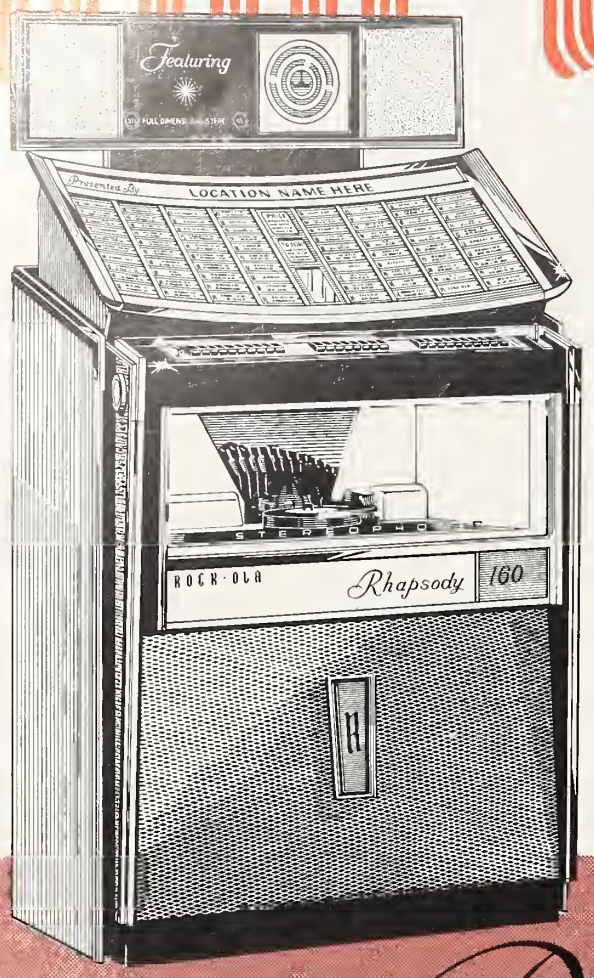
SEE YOUR UNITED DISTRIBUTOR TODAY!

UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO

ROCK-OLA

BIG IN STYLE! BIG IN DESIGN! BIG IN APPEAL!

The Rhapsody 160 is the result of Rock-Ola's World Famous Tradition of Excellence in engineering, unexcelled dependability and quality construction. Elegant Styling, Brilliant Colors, Appealing Design plus Rock-Ola's NEW Exclusive FULL DIMENSIONAL STEREO SOUND captures the patrons attention and assures complete location satisfaction and maximum earnings.

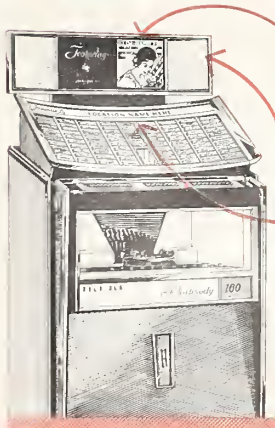


Model 408

Model 408 Deluxe
Stereo-Monaural Phonograph
With Full Dimensional Stereo

ROCK-OLA

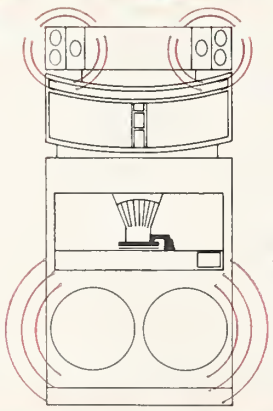
Rhapsody 160



"FEATURED STAR" RECORD SLEEVE DISPLAY PANEL

THREE PRE-ANGLED 2¼" TWEETERS ON BOTH SIDES

LOCATION PERSONALIZATION
Supply of easily inserted letters, numbers, etc. are included to enable you to provide your locations with personalized phonographs.



NEW ROCK-OLA EXCLUSIVE

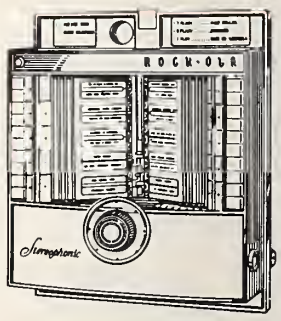
FULL DIMENSIONAL STEREO

TRUE FULL DIMENSIONAL STEREO SOUND
is delivered right at the phonograph by combining perfect factory pre-angled stereo cone tweeters . . . with the main unit speakers. Achieving a sound that immediately captures the patrons attention—thus assuring complete location satisfaction and maximum earnings.

NEW ROCK-OLA WALL BOX

- Entire mechanism removable for fast efficient servicing!
- Extra large cash box.
- Deep recessed 50¢ coin chute.
- Completely sealed hinged front door.
- Revolutionary new selection system.
- High styled design.
- Accumulator permits multiple coin deposits.
- Rugged construction.

Model 1558
(160 selections) Wall Box
Model 1564
(100 selections) Wall Box



SEE THE BIG 3 FOR '63

RHAPSODY 160
With Full Dimensional Stereo
Model 408 DeLuxe Stereo
Monaural Phonograph

CAPRI 100
With Full Dimensional Stereo
Model 404 DeLuxe Stereo
Monaural Phonograph

CAPRI 100
Model 404 DeLuxe Stereo
Monaural Phonograph

LOOK TO ROCK-OLA FOR ADVANCED PRODUCTS FOR PROFITS

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